THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Where the loads are heaviest, and busi- OCT 4 1924 ness busiest, Federal Trucks are paying their way and paying their owners. The Department of Agriculture biggest truck operators in the world have learned by experience that to FED-**ERALIZE** means to ECONOMIZE.

To tell the whole story in a few words, Federals work harder, live longer and cut the trucking costs on every job. Each Federal sold usually leads the way to a whole fleet of Federals!

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Gen. Supt. Terminal Properties

F. L. SULLIVAN Manager Traffic Department



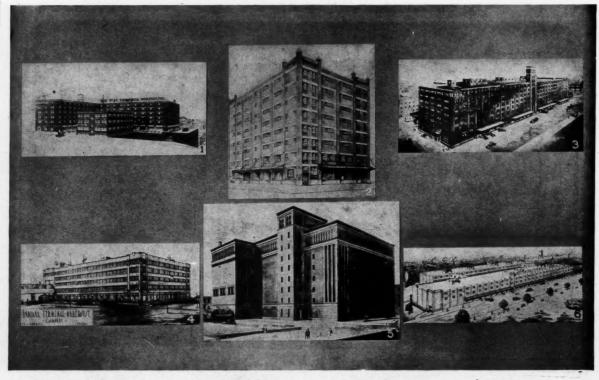
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A Nation-wide organization at the service of warehousemen for more than 25 years. Consolidating l.c.l. shipments: carefully handling all mer—chandise; protecting the warehouseman against loss; speeding up delivery and reducing costs to the lowest possible point.

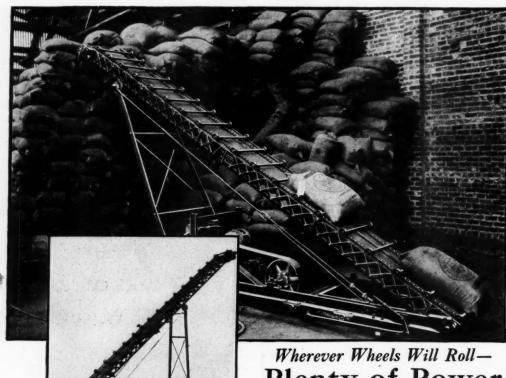
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# Special Facts About the Pile-Evator

Heavy, sturdy steel-frame construction, but not clumsy—one man can move it around on ordinary floor.

Self-contained power unit-gasoline or electric bower.

Furnished in four standard sizes; maximum piling height at 50° angle, 20' 6".

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THE farthest corner of warehouse or mill looks just as good to the Pile-Evator as the center of the floor; if there's fair headroom and a decently smooth surface to run on, it's "all set" for any job of lifting and stacking within the range of its husky motor.

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Manufacturers of Mechanical Conveying Equipment in Various Standard Types: Gravity Roller and Wheel Conveyers; Automatic Elevators; Gravity Roller Spirals and Spiral Chutes; Roller Specialties; etc. Write for descriptive literature.

# Mathews PILE-EVATOR

1924

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Vol. 23 CONTENTS-OCTOBER, 1924 No. 10

## ARTICLES

Review of Form Simplification Program Is a Story of Business Progress. By Kent B. Stiles	7
Government Investigating Committee Makes October Moving Day Recommendations. By Evans Clark	19
Announcing the 1925 Warehouse Directory	
Warehouse Encyclopedia Invaluable to Storage and Traffic Executives	25
Broadcasting Warehousing's Service-Story by Ra- dio. III. "Cold Storage as a Public Necessity." By W. D. Sammis	28
The Moving Man's Point of View of Moving Day. By William A. Cassell	
Home Made Rack Protects Household Goods in Storage. By R. A. Sullivan	33
Why Keeping Truck Cost Records Repays the Warehouseman. By Philip L. Sniffin	37
New U. S. Tractive Pull Record Claimed for Blue Line Horses	40

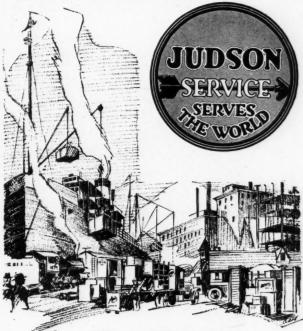
## DEPARTMENTS

"Two Bits." (Vol. V; No. 4)	27	
From the Legal Viewpoint. By George F. Kaiser	34	
What's What in New Buildings. (LXXII)		
With the Associations		
New Buildings, Incorporations, Etc		
Convention Calendar	55	٠

#### NEWS

National Terminals Corp. to Build in St. Louis 21	1
Platform Inspection of Household Goods 46	
Wider Latitude for Furniture Transport 4	
Guardian Storage Co. a \$1,000,000 Coast Concern 48	
Radial Warehouse Co. Opens in Kansas City 48	
Poole Tells Hoover of London Conference 50	
William L. Smith, Once N.F.W.A. Director, Dies 50	
\$200,000 Loss in Paper Warehouse Fire 50	
Humidity Controlled by Calcium Chloride 52	2

Broadcaster	127
Index to General Advertisers	.128
Index to Shippers Index Advertisers	-131



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that Judson Saving-Service in the shipment of Household Goods and Automobiles is

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

October, 1924

# What hundreds of users say about Kelly Kats

Truck owners who have tried Kelly Kats have discovered that not only do they wear as well as or better than solid tires but they give 50% more cushioning and traction that is not equalled in any other type of tire.

The unusual wearing qualities of Kelly Kats are attained by using only highest quality materials, and exclusive compound and a distinctive system of side notches which permits uniform vulcanization throughout. These notches also enable Kelly Kats to get a grip on almost any kind of road surface, and by providing displacement space for the rubber under load, they give the tires exceptional resiliency.

Hundreds of truck owners say that Kelly Kats are not only the best all-around truck tires they ever used but the most economical as well.

# There are no Caterpillar tires but Kelly Kats

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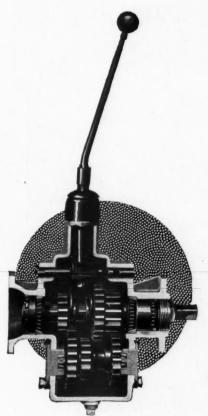


The reason why Kelly Kats have been chosen by many of the largest truck users in the country is that they stand up better under adverse conditions and not only deliver greater mileage than other types of tires but also give exceptional cushioning and traction.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

1924

# Time or Tons



# Warford Gives You Twice as Much Ford

Figured in time or tons, the Ford Truck that is equipped with the Warford Auxiliary Transmission does twice as much—or more.

Thirty thousand Warford owners are finding a thousand different uses for this Super-Ford Truck that include almost every hauling operation known to modern business. Their loads vary from two to five tons. Their roads include every conceivable kind of highway from boulevard to desert trail. On the paving they make 30 miles an hour with the heaviest loads.

It costs you far more to be without Warford than to buy it.

There are also Warford Internal Toggle Brakes that stop the two-ton load as surely as the Transmission rolls it.

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Motive Parts Corporation, New York City
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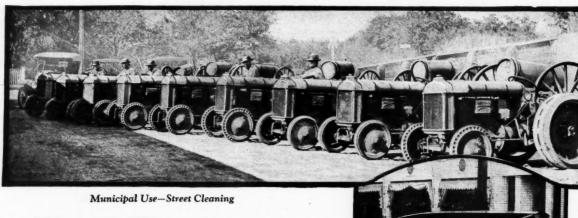
Columbia, S. C.
Warford-Western Co., Kansas City, Mo.
Hammel-Gerke Company
Los Angeles, Cal.

Wholesale Auto Supply House
Tampa, Fla.
Woodward Sales Co. - Portland, Ore.

Warford AUXILIARY TRANSMISSION

The Warford Corporation

44 Whitehall Street, New York City



# Ford Products For Every Business

Ford Transportation—Passenger Car and Truck—and Fordson Power can be applied to your business at a substantial saving in time, labor, money.

Your nearest Authorized Ford dealer has up-to-date facts and figures on

the cost of operating these dependable units in your business. He will gladly show them to you and at the same time arrange to give you a practical demonstration, any time, any place you name.

House to house delivery



Construction Work



Advertising as well as quick service



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

1924

# Review of Simplification Program Is a Story of Business Progress

Events Leading Up to Hoover Conference of Sept. 24 Are Here Set Down in Detail

By Kent B. Stiles

THE story of the Washington conference of national distributors, on Sept. 24, to consider the forms and methods worked out by the American Warehousemen's Association in cooperation with the Government and the national Chamber of Commerce, is told in detail in Section II of the current, October, issue of Distribution & Warehousing, published in the form of a supplement.

On this and succeeding pages of Section I are three features connected with the simplification movement:

1. An Historical Review. Every storage executive, engaged in no matter which branch of the industry—merchandise, cold storage or household goods—and every shipper who routes his products through warehouses, will be interested in knowing the background. Where did the idea originate? Whose the vision? Who carried the job forward? An impartial resume is here published, with an unbiased effort made to give credit to whom credit is due for an achievement which is perhaps second to none in the history of warehousing.

in the history of warehousing.

2. The Simplified Forms. These documents are herewith reproduced as they were formally presented to Secre-

tary of Commerce Hoover at the Washington meeting on Sept. 24, on behalf of the American Warehousemen's Association. The household goods forms are the joint products of a latent cooperative effort by the A. W. A. and the National Furniture Warehousemen's Association.

3. Pictures of the Leaders. This is a gallery of men who saw, men who had initiative, men who did.

A little longer than two years ago Secretary Hoover sent, through *Distribution & Warehousing*, a message to the public warehouse industry, and he said in part:

"Uniformity in receiving reports, stock reports, monthly reports, over, short and damage reports, notice of arrival of shipments and other documents necessary in the transaction of warehouse business, would facilitate economy and convenience in your operations in much the same way that legal tender facilitates the operations of exchange."

The Washington conference of Sept. 24, told of in Section II published as a supplement, is the result of the program to effect the uniformity urged by Mr. Hoover. The events leading up to the holding of the Washington meeting may be set down in detail as follows:

## "A Good Idea"

TIME, November, 1919. Distribution & Warehousing published, in advance of the Cincinnati convention of the American Warehousemen's Association, an imaginary conversation between a traffic manager and a warehouseman—in part as follows:

Warehouseman: "My labor costs have

gone up, too. I've got to pay more to my clerks."

Traffic Manager: "Your clerks! What have I got to do with your clerks?"

Warehouseman: "More than you realize. I handle for you more than one thousand different commodities. You want weekly stock reports. Do you think I can sit down and do all that work myself? I'll say I can't. I have to have

eight clerks—and pay them living wages."

Traffic Manager: "If you'd use the blanks I furnish you, you'd need less clerical help. But you insist on using your own kind of blanks."

Warehouseman: "Don't forget that I store for seventy traffic managers—and no two furnish blanks which are alike. If I used seventy different blanks I'd

need three times as many clerks as I have now."

Traffic Manager and Warehouseman: "The trouble with you is..."

Miss Common Sense: "Why don't you chaps cut out quarreling and get together and settle all these problems? You'll never get anywhere scrapping over them."

Warehouseman and Traffic Manager: "That's a good idea."

Distribution & Warehousing here submits that this was the inception of the movement which culminated in the Washington conference of Sept. 24, 1924.

The "good idea" had the instant approval of George S. Lovejoy, Boston, then president of the American Warehousemen's Association. Mr. Lovejoy issued an invitation to the traffic departments of national distribution concerns to attend the Cincinnati convention, Dec. 10-12, of the A. W. A. He wrote:

"It is a great pleasure to the members of the American Warehousemen's Association to meet the traffic managers of some of our largest industries and discuss the many problems that confront us both.

"There is no doubt but good will come from such cooperation and that the many problems which have been a source of great annoyance to both warehousemen

# Ray M. Hudson



Chief of the Division of Simplified Practice of the U. S. Department of Commerce. Mr. Hudson believes that simplification of warehouse forms will help reduce costs and save waste.

and merchants can be readily adjusted to our mutual advantage and that much of constructive value will be the result of our gathering in Cincinnati."

### At Cincinnati

A SMALL group of traffic managers appeared at the Cincinnati convention—and welcome was extended by the warehousemen. Looking back now upon that meeting, it is significant that Alton H. Greeley was designated by Mr. Love-

# Herbert Hoover



Secretary of Commerce of the United States. An apostle of standardization, Mr. Hoover believes that trade associations should be self-governing.

joy to sit in with the traffic managers when they held a meeting of their own independent of a joint session with the convention. It is significant because it indicates that at that time, now five years past, Mr. Greeley was an advocate of standardization. And he was subsequently to become chairman of the simplification committee which prepared the forms submitted at Washington in September, 1924.

The traffic managers organized a provisional committee, the chairman of which was Frank E. Jones, then and now traffic manager of the Furniture Manufacturers Association of Grand Rapids, Mich. That committee included John Simon, manager of branch distribution of the Keystone Steel & Wire Co., Peoria,

The provisional organization led to the formation, in June, 1920, of a national body of traffic managers, then called the Shippers Warehousing and Distributing Association, later to be known as the National Distributors' Association, which is functioning today and which was represented at the Hoover conference in Washington this past September. Section II of the by-laws adopted at the convention at which the shippers' body was organized reads:

"The purposes of this association shall be the standardization of services, practices, business documents, rules, regulations, etc., in relationships between shipper and warehouseman and the furtherance of the cooperation of the shipper and the warehouseman."

Mr. Simon was elected president of the shippers' association and has held that office since. He is an advocate of the simplification program.

# Shippers' Efforts

M EANWHILE Distribution & Warehousing had been publishing, under the title "Stumbling Blocks," a series of letters from traffic managers and warehousemen. These communications pointed out some of the evils arising out of lack of uniformity, and they served to place before the warehouse industry the very need of simplification of forms. Those letters which came from shippers were, however, no more emphatic than those received from storage executives—showing that within the warehouse industry itself the need for uniformity was recognized.

The need, accordingly, being admitted by both sides, how was it to be met?

The Shippers' Warehousing and Distributing Association created a committee on standardization and simplification of forms. This committee, in a statement issued in August, 1920, said:

"Warehousing documents and forms have been received from about seventy-five warehousemen situated in all sections of the country, and for the variety of colors, shapes and wording it would seem an unsurmountable task to evolve a practical working plan suitable to cover all conditions.

"A very exhaustive analysis of the situation shows a we'l-defined effort on the part of most of the warehousemen to arrive at a tangible solution whereby they can keep their own records and also make an effort to do so for the shippers.

# Alton H. Greeley



Chairman of the American Warehousemen's Association's simplification committee. An ardent advocate of simplification, Mr. Greeley has for five years worked tirelessly toward that objective in cooperation with national distributors, railroad and banking officials, warehousemen and the Federal Government.

"The average warehouseman does not visualize the situation close enough from the standpoint of the shipper, so that with ideas less plastic than they might be, he naturally adopts that method which seems to fit best his own requirements.

"A system will no doubt be evolved from these deliberations and standardized warehousing documents adopted, which will eventually bring about a methodical handling of the shippers' usina

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# Rate Quotation

(Standard Form 110)

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The warehouse industry, says the report submitted to Secretary Hoover, "resolves its members shall, in presenting for consideration quotations for services, give complete and accurate information as to charges, terms and conditions and factors under which traffic shall be handled." Such is the purpose of the above Rate Quotation form, designed as a uniform method of placing full information before prospective clients. The three copies are white, gray and yellow.. Terms and Conditions are on the reverse side.

#### L. T. Crutcher



As warehousing's official representative in the national Chamber's distribution group, Mr. Crutcher was responsible more than any other one man in inaugurating the simplification program.

business to the mutual advantage of all concerned.

"The plan which will be born from the chaotic mass must be equable for warehousemen and shippers, embodying sincerity and horse sense."

The shippers' committee brought to the White Sulphur Springs, W. Va., convention of the American Warehousemen's Association, in December of 1920, its first recommended form—a "Report of Condition" or "Receiving Report." After hours of conference between this committee and the A. W. A. committee on uniform methods and practices, headed by Mr. Greeley, the "Report of Condition" was modified to meet the views of both sides and was formally endorsed by the A. W. A.

rendorsed by the A. W. A.

The "Report of Condition" was the first form ever worked out in conference between shipper and warehouseman! It was a stepping stone if ever there was one—and its significance cannot lose its lustre even though, months later, the

"Report of Condition" was to be withdrawn by reason of the fact that its purposes were found to be embraced in the

# Alvin E. Dodd



As manager of the Domestic Distribution Department of the Chamber of Commerce of the United States, Mr. Dodd was instrumental in bringing the American Warehousemen's Association into contact with the U.S. Department of Commerce.

non-negotiable warehouse receipt since simplified (reproduced herewith on page 11).

### Enter: National Chamber

E ARLY in 1921 the Chamber of Commerce of the United States announced that it had created a Domestic Distribution Department, with Alvin E. Dodd as manager.

The costs of distribution, said a statement issued by the Chamber, were represented by "the following items"—then were enumerated various items, and first

# **Elimination of Waste**

(Standard Forms 123-124-125)



Above three stickers, red, green and blue, entitled "Mutual Benefit Suggestions," are for the warehousemen to attach to correspondence with shippers. "If proper cooperation is forthcoming from shippers," says the report submitted to Mr. Hoover, "not only can better service be given by the warehousing interests, but merchandise will reach the consumer in better condition and millions of dollars will be saved annually to all concerned, and one of the greatest uncalled for wastes in commerce will be eliminated."

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# Over, Short and Damage

(Standard Form 115)

This form embodies, Mr. Hoover is informed in the A.W.A. report, "all the necessary information properly prepared to enable the shipper effectively to present his claim to the transportation company." Copies are white, pink and yellow.

among these stood the word "storage"! Commenting editorially on that statement, Distribution & Warehousing said at the time:

"If Mr. Dodd undertakes an inquiry to determine to what extent the storing of commodities may tend to keep up the costs of distributing-costs which Mr. Dodd's department hopes to reduce-he will find American warehousing ready to meet him half way. If through his investigation he can point out to the industry how it can store and handle goods more economically than it does today, he will have accomplished some-

# **Gardner Poole**



President of the American Warehousemen's Association. Mr. Poole believes simplification of forms and methods will make warehousing "more useful to the commerce of the country."

thing for which commercial warehousing will be grateful."

What, it may be asked, has all that to do with the history of the simplification movement? The answer is that through the direct efforts of Distribution & Warehousing the interest-of the new Domestic Distribution Department in warehousing became immediate and definite, and this led to Mr. Dodd's advocacy of the present simplification program, as will be shown.

The Chamber held its 1921 convention in April, at Atlantic City. At that time Mr. Dodd's entire committee had not been selected. Various industriesnaturally those interested in distribution problems in a national way-were being given representation.

The Atlantic City meeting was attended by a number of warehousemen, including Mr. Greeley and including also L. T. Crutcher, now not identified with warehousing, but at that time a director of the American Warehousemen's Association and president of the L. T. Crutcher Warehouse Co., Kansas City. Distribution & Warehousing in its re-

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port of the Atlantic City meeting of the Domestic Distribution group, said:

"Mr. Dodd has been convinced that in its effort to cut down distributing costs his department should make a study of public warehousing and should pass on the information it gains to the manufacturing interests which his department is endeavoring to aid. It was this conviction which lead to his decision to have the warehouse industry represented on his committee."

The assurance that the A. W. A. would be given representation in the Distribution group of the Chamber was given at a conference, at Atlantic City, attended by Mr. Dodd, Mr. Greeley, Mr. Crutcher and others.

It was left to W. W. Morse, Minnea-polis, then president of the A. W. A., to designate the man. Mr. Morse selected Mr. Crutcher, and subsequently Joseph H. Defrees, then president of the national Chamber, formally appointed Mr. Crutcher as a member of Mr. Dodd's group.

## What Crutcher Accomplished

S has been stated, L. T. Crutcher is house industry, having disposed of his Kansas City storage business and having retired to devote his attention to other interests. Consequently any published story of what he did for warehousing can be only a belated tribute.

Yet, although belated, it is deserved. It is a fair statement that L. T. Crutcher, more than any other one man in public warehousing, made possible the inauguration of the simplification program which had its culmination in Washington this past September.

During the twelve months following his appointment, in the spring of 1921, as a member of the Domestic Distribution group, Mr. Crutcher labored industriously, quietly and effectively in the industry's behalf. The full story of what he did has never been told, and probably never will be. The industry itself did not know-except that perhaps a few of the leaders were aware of it-the extent of his efforts. Certain elements in the industry, indeed, tried to throw cold water on this cooperative effort between warehousing and the national Chamber. Undisturbed by the existence of narrow minds and low vision, Mr. Crutcher perservered.

As chairman of the A. W. A. public relations committee Mr. Crutcher visualized the potential value of contact for the industry with the country's Chamber of Commerce. Distribution & Warehousing knew, and worked with him-backing his constructive policies, and keeping the industry advised of the progress he was making in "selling" warehousing to Big Business.

The outcome was that in April, 1922, one year after Mr. Crutcher's appointment, the members of the Domestic Distribution Department assembled in New York and Mr. Dodd, the manager, submitted a report which read in part:

"A standardization of forms, accounting and practice is needed as soon as it may be accomplished, both to facilitate the use of warehousing by distributors and to remove sources of misunderstanding

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# J. Earle Bacon



Member, representing the cold storage ware-housing interests, of the A. W. A. simplifica-tion committee.

ing. It is suggested that a conference in Washington of representative ware-housemen from all parts of the country

to consider a well-considered program would, if initiated by this Department, be productive of useful results."

That Distribution group assembly was held on April 10, 1922. Later in the day there was an informal meeting attended by Mr. Dodd; G. H. Paine, assistant manager; Mr. Morse, then president of the A. W. A.; Mr. Crutcher, and the editor of Distribution & Warehousing.

## Mr. Hoover's Letter

On behalf of the warehouse industry Mr. Dodd, as a result of the informal New York gathering, placed before the Department of Commerce the proposi-tion that Mr. Hoover's Division of Simplified Practice assist warehousing in simplification efforts-just as it had aided other industries in kindred ways. The suggestion from Mr. Dodd met with a friendly reception, and the "conference of representative warehousemen" was arranged to be held in Washington in the following month. On April 22, Secretary of Commerce Hoover, wrote to Mr. Morse:

"It has been brought to my attention that a conference of warehousemen is being planned for May 19, here in Washington, to consider simplified and uniform practices and forms among the general merchandise warehousemen of the United States. This appeals to me

# Sydney M. Green, Jr.

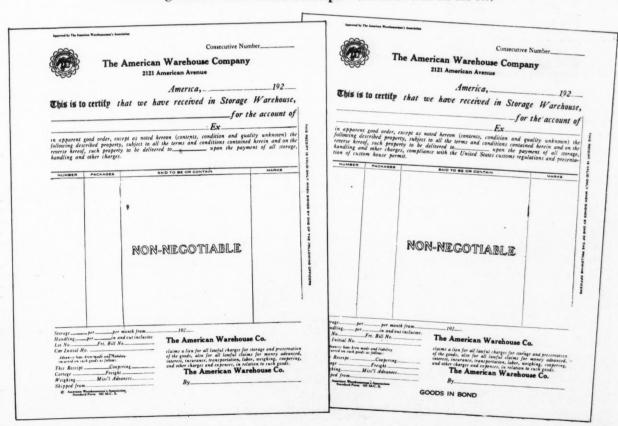


Member, representing merchandise ware-housing interests, of A. W. A. simplification committee.

as most constructive and I shall be very glad to give any assistance which this Department can offer.

"If you care to call this conference at the Department we will reserve our room for you and our Division of Simpli-

# Non-Negotiable Warehouse Receipt (Standard Forms 102 and 103)



The non-negotiable warehouse receipt is fully protected by the Uniform Warehouse Receipts Act. Space is provided for all the necessary infromation for both shipper and warehouseman, and is made up for (at left) general use and (at right) for goods in bond. These Forms 102 and 103 are printed lengthwise. Printed crosswise, they become Forms 119 and 120. Terms and Conditions are on the reverse side.

# Negotiable Warehouse Receipt (Standard Forms 104 and 105)

	The American Warehouse Co. 2121 American Avenue America.	MAG		The American Warehouse Co 2121 American Avenue America.	mpany 192
This is to c	ertify that we have received in Storage	Warehouse,	This is to	tertify that we have received in Storage for the	Warehouse, account of
unknown) the for contained herein order, upon the p	d order, except as noted hereon (contents, condi- ollowing described property, subject to all the term and on the reverse hereof, such property to be deli- aryment of all storage, handling and other charges to the Receipt property endorsed.	s and conditions speed to	contained here order, upon the of this Wareho	ood order, except as noted hereon (contents, condition following described property, subject to all the terms in and on the reverse hereof, such property to be deline to payment of all storage, handling and other charges an use Reccipt properly endorsed, compliance with the Unit and oresentation of custom house permit.	on and quality and conditions red to
NUMBER PACK	AGES SAID TO BE OR CONTAIN	MARKS		NAGES SAID TO BE OR CONTAIN	MARKS
	negotiable		\$5000 Storage	NEGOTIABLE	
Handling per-	Frt. Bill No. claims a lien for all lawful che greation of the goods, also	arges for storage and pres- for all lawful claims for assurance, transportation,	Handling per	per month from in and sot inclume. The American Ware clause a lies for all lawful charges for remains of the goods, class for all money columned, conversa, consumes Cospering Freight person, a relation to accept on the control of the control of the control table, unglishing, compening, and either person, a relation to accept on the control of the control of the control table, unglishing, compening, and either person, a relation to accept on the control of the control of the control table of the control of the control of the control table of the control of the control of the control table of the control of the cont	house Co.  or storage and pres- lawful claims for  or, transportation, charges and ex-

This document, protected by the Uniform Warehouse Receipts Act. is issued by the warehouseman upon request only. It is generally used for obtaining loans—the property held in warehouseman's custody being the collateral. These Forms 104 and 105, the latter for use when goods are in bond, are printed lengthwise. Printed crosswise, they become Forms 121 and 122. All four forms are blue, and each bears Terms and Conditions on reverse side.

fied Practice will cooperate with the Domestic Distribution Department of the United States Chamber of Commerce in arranging detail."

#### An Editor's Cooperation

WILLIAM A. DURGIN was at that time Chief of Mr. Hoover's Division of Simplified Practice. Mr. Durgin wrote to Distribution & Warehousing asking for copies of all forms and papers used in shipping, warehousing and allied activities that had been standardized.

"We are familiar with the work done in promoting a uniform bill of lading," Mr. Durgin wrote, "but what has been done regarding warehouse receipts and other negotiable papers? Any information you may have of this nature, including the names of associations, organizations or individuals actively interested in this work, will be appreciated."

In a subsequent letter to Distribution & Warehousing Mr. Durgin said:

"We believe that you and the Domestic Distribution Department and ourselves can combine our forces in a very effective manner to produce some specific results."

The editor of Distribution & Warehonsing accepted an invitation from Mr. Durgin to go to Washington, on May 1, to discuss in detail plans for simplifying forms. Prior to this time the A. W. A. warehouse receipts committee, headed by P. L. Gerhardt, New York, had been working on simplifying the warehouse receipt and had assembled approximately 400 receipts no two of which were alike in color, size or text. The editor of Distribution & Warehousing borrowed these receipts from Mr. Gerhardt and took

# Joseph W. Glenn



Member, representing household goods warehousing interests, of A. W. A. simplification committee.

them to Washington on May 1—taking along, also, hundreds of varieties of other warehousing documents which he had obtained from shippers and warehousemen.

It is safe to say that no more comprehensive exhibit of lack of uniformity was ever put together! It surprised the Division of Simplified Practice.

Meanwhile, on April 20, some representative warehousemen held a group meeting with members of the Shippers' Warehousing and Distributing Association at Chicago and the plan for the Washington conference announced for May was unanimously indorsed. At that joint meeting opinion was general that if warehousemen would standardize their forms, the shippers would be brought into line and would in time use the selected forms and would cease insisting on providing forms of their own make.

#### First Washington Conference

R EPRESENTATIVE ware housemen from twenty-four cities in fifteen States and the District of Columbia convened in Washington on May 19 and heard addresses by Secretary Hoover, Mr. Durgin and Mr. Dodd.

# Thomas A. Jackson



Member, representing household goods warehousing interests, of A. W. A. simplification committee.

The Commerce Secretary told the group that America possessed "the most luxurious distribution system in the world," and commented that voluntary action by a trade group would accomplish more than any such activity initiated by official Washington. Such voluntary action by trade associations would, he said, serve to establish that such organizations can self-govern; it would "instill the idea of self-government" in American business. And Mr. Durgin told the warehousemen that it was not the purpose of the Department

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# SIMI LIFTGATION

of Commerce to exploit business but to aid business in carrying out the "Hoover vision."

At that Washington meeting a dozen different merchandise and cold storage forms were suggested as being ones which should be simplified. In subsequent labors by the simplification committee headed by Mr. Greeley these have been narrowed down to the ones illustrated on these pages. At the Washington meeting it was decided, also, to broaden the scope of the activities so

## Willard W. Morse



When the simplification program was inaugurated Mr. Morse was president of the A. W. A. and in that capacity appointed the special committee which worked out the forms and methods. He is now one of the committee's members representing the merchandise warehousing interests.

# Harry C. Lewis



Member, representing cold storage warehousing interests, of A. W. A. simplification committee.

that household goods forms should be simplified also.

It is significant, in connection with what has heretofore been said regarding the efforts of Mr. Crutcher, that Mr. Morse, then president of the A. W. A., said at the Washington meeting in 1922:

"It is due to Mr. Crutcher that we are at this meeting."

Mr. Morse made a plea to the warehousemen present to convey to fellow

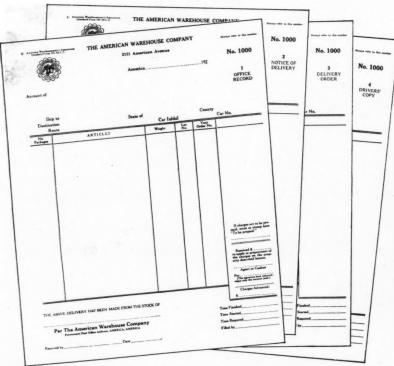
## Combined Stock Report and Invoice (Standard Form 118)

THE AMERICAN WAREHOUSE COMPANY								NY	FOR ACCOUNT OFJOHN JONES & CO							INVOICE							
-		-					I	T		Bal. 11/1		T	11/15	T			Th	e Ame	rican	Wa	rehou	se Co	
						DATE RECEIVED	11/5	-	-	11/12		-	11/15				1		21 AMER				-
						BILLING DATE	23510	-	-	2587			30487						AM	ERICA			
						LOT NUMBER	59	-	-	60		1	78				1						
ST	0	Cł	< R	EPC	DPT I	LOCATION	Whee A			Whee. B			Whee. C				1 30						
						COMMODITY	Granulat	ed Sugar	Co	densed			Granulated :	Sugar									
							100 lb. Bags	Bbls.	Cases	Cases	Cases	Cases	Bags				CHARGES	ARE DUE WE	IEN RENDER	RED			
							500	25	100	1000	500	200	500		-		-				_	1	
	HONT	DAY	OUR REPORT NUMBER	YOUR ORDER NUMBER	DELIVERED TO	DMF-0											PROM	RATE	STORAGE	HANDLING	DRAYAGE	SE SCELLAND	
1	11	5			Balance to be billed		500										11/5/23	4c	20 00				
2					do			~ 25	-								40	25c	6 25			,	į
3					do				100								40	Se	5 00				
4	11-	6	340	1720	JOHN SMITH & CO.	50	450											-	-				
5	11	8	351	1725	RICHARD ROE & CO	40	410																
6					do	150				850													
7	11	10	369	1731	ANDREW JACKSON & BR	0. 20		5												-			Į
8		П			de	80			20									6e			4 80		į
9	11	10	372	1732	JOHN SMITH & CO.	50				800											-		
10		10	378	1750	JOHN DOE & CO.	100	310											Je .		1	6 00		į
11					do	100						100						3e		1			į
12	11	12			Balance to be billed					800				1			11/12/23	Je	24 00	-			
13					do						500						do	le	15 00	-	-		į
14					do							100					do	3c	3 00	-	-		į
19		1	1240		Car No. 30487 Received		1						500			-	11/15/23	4c4}4c	30 00	22 50			į
15	11	25																				1 1	

Produced after study and survey of more than 100 varieties used by warehousemen and national distributors, this combined form, in the Greeley committee's opinion, "covers the requirements of both storers and warehousemen, and when universally adopted will adequately take the place of the almost infinite variety of such forms now in use."

# Notice of Orders Filled-Dray Receipts

(Standard Form 101)



The above four forms should be considered in conjunction with the standard Bill of Lading forms reproduced on page 15. The seven together permit the use of manifold devices and the complete set can be made with one writing, whether done by hand, typewriter or special machine. As the Greeley report explains: "The standardization of this set of forms brings to the shipper and warehouseman memorandum of deliveries of standard size together with Bills of Lading of the same size and makes possible a universal standard operation." Above four forms are white, blue, pink and yellow.

# Walter C. Reid



Member, representing household goods warehousing interests, of A. W. A. simplification committee.

storage executives, upon returning home, the idea behind the meeting. He said:

"To you we must look to promote this proposition. Mr. Hoover conveys an honor to the warehouse industry. You are the missionaries when you go back to your homes. Warehousing must serve the people more efficiently than in the past and must carry out these ideas of Mr. Hoover. . . . Mr. Hoover suggests that we can do our share in smoothing the avenues of distribution by the

simplification of our forms and the standardization of our methods. I feel that the members of the American Warehousemen's Association should take this suggestion from Mr. Hoover, and make it the first order of business and leave no stone unturned to gain the end desired."

Mr. Greeley, speaking as chairman of the A. W. A. committee on uniformity of forms, sketched his efforts of the past and said:

"The committee has proposed and presented various forms for ratification, but has experienced difficulty in having the forms accepted as standard and generally used by warehousemen, mainly for the reason that, up to the calling of this meeting by Secretary Hoover, it seemed impossible to prepare a set of forms which men engaged in the storage busi-

# D. L. Tilly



Member, representing the merchandise warehousing interests, of the A. W. A. simplification committee.

ness throughout the United States were willing to adopt. . . .

"It is plain to be seen that we are entering upon a new era in business. Unforeseen conditions are to be met. We find other lines of industry adopting new policies, new methods of salesmanship, short cuts in operation, economy in distribution, elimination of waste, etc. Never in the history of our country has it been so necessary for American business to clean house as at the present moment. Never in my experience have I seen greater possibilities for warehousemen to reap greater benefits than by accepting the opportunities now offered by the Department of Commerce and the Domestic Distribution Department, and I sincerely hope that we can approach the subject before us with an open mind and that we will at this

# Invoice (Standard Form 117)

	Ramon	Form 117-M.C.S.4	polysion a Assas	INVOIC	E				
s form is in- ded for service covered by the	M				tn e this	corresponden	ee concerning quote numbe		192
ibined Stock Re- t and Invoice roduced on page It is intended cover, also, in- nces in which	M_	-			Fo: THE A		WAREHOU:		ANY, Dr
invoice portion the combined n, while adapt-	Charge	are due when r	endered						
, is not used.	Date	Number			Rate	Storage	Handling	Drayage	Handa

meeting, with the assistance available, accomplish in one day that which we have been striving for years to do."

Scattered around the conference room during the meeting were the 400 warehouse receipts and the other varieties of forms which Distribution & Warehousing had assembled in advance.

#### Committee Meetings

S UBSEQUENT to the Washington meeting in May, 1922, Mr. Morse, president of the Security Warehouse Co., Minneapolis, appointed the following committee:

# Clarence J. Neal



Member, representing household goods ware-housing interests, of A. W. A. simplification committee.

Chairman, A. H. Greeley, president General Storage Co., Cleveland.

J. Earle Bacon, secretary Merchants Cold Storage & Warehouse Co., Providence, R. I. W. C. Bright, at that time vice-presi-

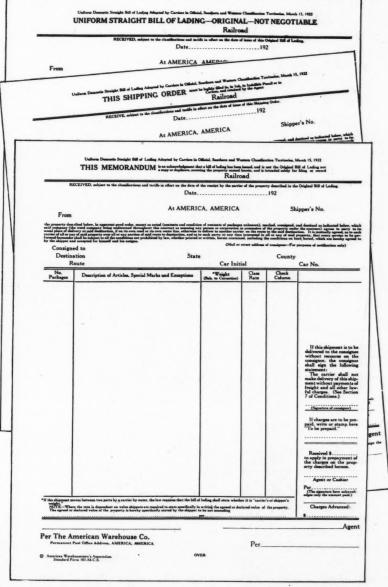
## R. T. Blauvelt



Former member of A. W. A. simplification committee.

# Standard Form of Bill of Lading

(Standard Form 101)



The above three parts of the standard Bill of Lading form should be considered in conjunc-tion with the Notice of Orders Filled forms reproduced on page 14.

dent Independent Warehouses, Inc., New York.

L. T. Crutcher, then president of the L. T. Crutcher Warehouse Co., Kansas City, Mo.

C. C. Daniel, president Central Storage Co., Kansas City, Mo.
P. L. Gerhardt, vice-president Bush Terminal Co., New York.

Sydney M. Green, Jr., president Southern Bonded Warehouse Corp., Petersburg,

Ralph C. Stokell, now executive secretary of the A. W. A. cold storage division.

D. L. Tilly, vice-president New York Dock Co., New York.

W. H. Tumbrink, St. Louis district manager Booth Cold Storage Co.

The committee held its first meeting at Cleveland on Sept. 10, 1922, and subcommittees were created to work on the various forms to be simplified, Mr. Morse serving as an ex officio member of the general committee by reason of being then president of the A. W. A.

The committee met in Cleveland again, on Oct. 17, and indorsed in principle reports turned in by the sub-committees. At this gathering the scope of the general committee was broadened to take care of household goods forms and Mr. Morse appointed the following household goods sub-committee:

# Non-Negotiable Receipt (Standard Form 106) Household Goods

TRIPLICATE  American Warehousemen Standard Form  Standard Form	DUPLICATE  © American Warehousement National Furniture Warehous Standard Form II	ORIGINAL  American Warshousemen's Association National Sandard Form 106-41 vAV-a.  WAREHOUSE	
		The American Wa	
Lot No	Lot No	Lot No	rica Date192
RECEIVED for the s	RECEIVED for the acc	RECEIVED for the account of	
for storage, the goods	for storage, the goods en	for storage, the goods enumerated in the schedule below, upon the following t	terms and condition said goods stored in warehouse located at No.
to the Company for any tion.  (2) The Company broken unless packed b (3) The Owner teache, including the content of the conten	(1) The OWNER as to the Company for any loss tion. (2) The Company is broken unless packed by it (3) The Owner decl	(1) -The OWNER assumes ALL RISKS, and so Liability of any livid attached to the Company for any loss or drawage to said goods caused by much, for or detection (2) The Company is not to be held responsible for fragile articles in bricks underto packed by its employees and outpacked by them at single of the company of the	At 1 The notice of any change of address shall be given in writing, and no not stack change shall be valid or binding against the company if given in any orh sames.  The good deposited will be delivered to the above-named owner, or to a start of the st
existing rates and rates charged, hereby a would make it liable in shall in no event exceed value in writing, and as value in writing, and as	tacle, including the content in this lot, does not exceed existing rates shown below rates charged, hereby agre- would make it liable in case shall in no event exceed the value in writing, and agreed	broken unless packed by its employers and unpacked by them at 1000 control of the property of	troted for the care the state of the state o
per month for each in which case the said declared, for any cause	per month for each \$100.00 in which case the said liab declared, for any cause whi	value in writing, and agrees to pay an additional charge of the \$50.00 already declared, per month for each \$100.00 or fraction thereof in except of the \$50.00 already declared, in which case the said liability of the company shall not exceed the greater value so declared, for any cause which would make it liable.	Ву
		SCHEDULE If not correct, please	

This document is the product of years of study by a special committee—C. J. Hamilton, chairman—of the National Furniture Warehousemens' Association, in cooperation with attorneys versed in warehouse practice and law, and is protected by the Uniform Warehouse Receipts Act. It has been accepted by the household goods members of the Greeley committee and has the approval of Barry Mohun, counsel for the American Warehousemen's Association. The form is issued in triplicate.

Chairman, R. T. Blauvelt, president Lincoln Storage Co., East Orange, N. J.

H. L. Halverson, secretary Boyd Transfer & Storage Co., Minneapolis.

Thomas A. Jackson, president Jackson Storage & Van Co., Chicago. C. J. Neal, treasurer Neal Fireproof Storage Co., Cleveland.

On this occasion Ray M. Hudson, then assistant chief, and now chief, of the Division of Simplified Practice, sat in with the Greeley committee.

# Packing Ticket (Standard Form 107) Household Goods

Range Francisco Constitution of the last		PACK	ING TI	CKET			
	AME	RICAN W	AREHOU	SE COM	PANY		
		American A			ERICA		
Name			_			Date to Pack	
Address or Lot No			_			Date to Haul	
Phone						ate to Ship	
Are goods for removal		Route			Val	uation per Lb.	
Are goods for storage		Straight B/I			Ine	urance	
Are goods for shipping		Order B/L			Eat	imator	
To be shipped C/L		Prepaid					
To be shipped L.C.L.		Collect					
	1		By No Pil				
1							
2			2				
4			1				-
5			1 5				
9	_						
1		=					
0		-	1 0				
1			- 0	-			
The Barrels, Bon satisfactory man	nes and HH ner, and th	Goods have time is corre	been packed et.	or unpack	ed as describe	ed above in a	
		Signed.				4 1	
		Olgoed					

This is the standard Packing Ticket form of the National Furniture Warehousemen's Association and has been accepted by the Greeley committee.

## C. C. Daniel



Former member of A. W. A. simplification committee.

On the following day, Oct. 18, the simplification program was outlined in talks by Mr. Hudson, Mr. Morse and Mr. Greeley, to a group of national distributors which met in Cleveland under the auspices of the Shippers' Warehousing and Distributing Association.

Mr. Hudson in his talk urged the distributors to tie in with the A. W. A. "and combine your efforts to give the greatest momentum to the whole effort to eliminate waste in your part of the distributive process."

In December, at the Cleveland conven-

sing

tion at which the shippers' organization adopted its present name, National Distributors' Association, the simplification program was outlined in detail by Mr. Greeley. In reply, John Simon, president of the N. D. A., said:

"We are more than willing to cooperate with the American Warehousemen's Association, as well as any other association, in carrying out the idea of simplification of forms.

"We are willing to do everything in our power to make this a success, because we realize, as vividly as the warehousemen do, that we are the ones who in the long run are going to be benefited most."

William A. Durgin, then chief of Mr. Hoover's Division of Simplified Practice, also addressed the N. D. A. convention, presenting a background of the simplification movement with various industries in general, and urging cooperation with the warehousing program in particular.

"We believe it will be constructive," Mr. Durgin told the shippers, "but the decision is yours and not ours, and we can only function when you have agreed to recommend those forms to us for our support. If you will come to that point, and we publish them, you will all have these forms to use as your guide, and the warehousemen will have them to give to any recalcitrant shipper who doesn't want to play, and we will solidify the field."

Meanwhile the various sub-committees working on the merchandise and cold storage forms continued at their jobs and by September, 1923, had virtually completed their labors except for some minor changes to be worked out, subsequently, on some of the forms.

At a committee meeting held at Atlantic City, N. J., Sept. 20, 21 and 22, 1923, it developed that Mr. Blauvelt had been unable to push the household goods phase and had asked to be relieved of duty. Mr. Morse appointed Mr. Jackson as chairman in Mr. Blauvelt's stead.

When the American Warehousemen's Association held its annual convention at Houston last January, the Greeley committee presented a complete report of forms, including household goods documents, and without a dissenting voice the convention adopted that report.

# Storage Order and Agreement (Standard Form 108) Household Goods

Restaurigen Warristensman's Assentiation Restauri Warristensman's Ass's. Steaderd From 148-21	
STORAGE ORDE	R AND AGREEMENT
The American Warehouse Co. 2121 American Avenue America	
You are hereby authorized to remove my house	hold goods from
оп	192, to be stored in your
warehouse located at and to issue your warehouse receipt to be mailed to :	for account of address given below.
The Company is not to be held responsible for I ployees and unpacked by them at time of delivery.  The Owner declares that the value of any arts thereof, packed, transported, received, stored, or DOLLARS, upon which valuation the existing rates is the contract the	I conditions, viz:  action of a pilot detaches to the Company for any loss or extending a pilot detaches to the Company for any loss or expelle articles injured or broken unless packed by its emirable, piece, packed, or exceptacle, including, the contents handled in this lot, does not exceed the sum of FIFTY thrown below have been haved, and the owner, in considerability of the Company, for any cause which would make it against the content of the Company, for any cause which would make it against the writing, and agrees to pay an additional charge of
cents per month for each \$100.00 or frac	tion thereof in excess of the \$50.00 already declared, in
would make it liable.  The notice of any change of address shall be gives binding against the Company if given in any other n  No intoxicating beyerages of any kind will be ac-	exceed the greater value so declared, for any cause which in writing, and no notice of such change shall be valid or nanner. correct or handled by the Company. delays caused by labor troubles, riots, the elements, and
RATES: Cartage per vanload \$; add	dirional labor per vanload \$
Cartage I van with men \$	per hour; each additional man 8 per hour.
Cartage piano, if moved with goods \$	; moved separately \$; hoisting or
	; storage piano \$ per month.
Storage per cubic foot per month	
	; storage in vault per month 3 valua-
tion \$	
Packing 8	
Warehouse Labor (James in this space whater	or charge is made for this service.)
If any excess valuation be declared and noted believe month for each \$100.00 or fraction thereof in exc	ow, the owner shall pay an additional charge of \$
	TION DECLARED
	ITEM, Value \$
***************************************	" 'manage '"
**	"
All the above terms and conditions shall apply to No person is authorized to make any other agre The undersigned is the owner of said goods and b	o any goods hereinafter stored for this account. ement or condition on behalf of the Company. has lawful right to store them with your Company.
Accepted	Signed
The American Warshouse Co.	Mailing Address
	•

Enter: the N. F. W. A.

This form, adopted as standard by the National Furniture W a r ehousemen's Association and accepted by the American Warehousemen's Association, is for use in conjunction with the household goods non - negotiable warehouse receipt.

TURNING back now several pages in warehousing's history, it will be recalled that a few years ago—long before the Greeley simpification committee began to function—there was organized the National Furniture Warehousemen's Association. This gave the industry two furniture storage organizations of national importance—the new N. F. W. A. and the old household goods division of the A. W. A.—each striving for the same common end.

One by one the N. F. W. A. went about its own job of standardizing various forms. These included a packing ticket—approved in convention and generally put into use by the members. Consider-

able headway was made toward prefecting a uniform warehouse receipt, for household goods use, which would meet legal tests and conform with the Uniform Warehouse Receipts Act.

Then, at one of the Cleveland meetings of the Greeley A. W. A. simplification meetings in 1922, the scope of the Greeley committee was, as has been stated, broadened so that household goods forms might be presented to Secretary Hoover along with the documents for merchandise and cold storage use.

To the man who chose to look forward a few years it was obvious as to what might take place, namely, that two sets of forms for household use were in the making—one being prepared and standardized by the N. F. W. A., the other being prepared by the Greeley committee to be submitted by that committee to the Department of Commerce for its indorsement.

In the future the furniture storage executive would be asking himself: which form shall I use? And if the Department of Commerce approved the Greeley household goods forms, the N. F. W. A. member would find himself somewhat in a quandary.

The futility of allowing such a situation to materialize was called to the Greeley committee's attention, by Distribution & Warehousing, at one of the Cleveland meetings back in 1920.

The warehouseman who faces a situation frankly will concede that in those days the relations between the National and the American were none too friendly. And so a suggestion from Distribution & Warehousing that the N. F. W. A. be

# Signature and Identification Card

(Standard Form 109) Household Goods

	SIGNATURE AND IDENTIFICATION CARD
	THE AMERICAN WAREHOUSE COMPANY
	2121 AMERICAN AVENUE, AMERICA
Gentlemen:	
Your Ware stored by me in the same, is rece in Receipt are a	shouse Recaipt No
My signatu	ure below may be used for identification of orders for access to or removal of goods
SIGNATURE	
SIGNATURE.	***************************************
ADDRESS	
DATED	
IMPORTA	NT—Sign and return in addressed envelope immediately Warshoussen's Association Warshoussen's Association

Produced Jointly by A. W. A. and N. F. W. A.

# Tally Sheets (Standard Forms 111 and 112) Household Goods

© Assertion Techniques in Assertation. Natural Partition Warshout took & Asserta. Natural Partition 111-98	ORIGINAL TALLY SHEET  AMERICAN WAREHOUSE COMPANY 2121 AMERICAN AVENUE, AMERICA
Lot No.	Date
Name	Packed By
Goods From	Stored By
Driver	Floor Room Aisle Sec.
Listed By	Piane Room
Called By	Cu. Ft. Occupied Rate per Mo.
Raise Storage Rates \$	The increase to date from 193
1	41
2	- 42
3	- 0

Raised Farming Wardenman's Auris. Standard Form 112-91 THE AMI	ITIONAL TALLY SHEET ERICAN WAREHOUSE COMPANY AMERICAN AVENUE, AMERICA	
Let No.	Date	
Name	Packed By	
Goods From	Stored By	
Driver	Floor Room Aisle	Sec.
Listed By	Piano Room	
Called By	Cu. Ft. Occupied Rate per N	lo.
Raise Storage Rates \$	The increase to date from	192
1 2	1 2	
3	3	
A .	4	

Tally sheets acceptable jointly by A. W. A. and N. F. W. A. Original is in duplicate, white and yellow copies. Additional is in duplicate, blue and yellow copies.

invited by the Greeley committee to join in preparing the household goods forms, fell on deaf ears except that one or two of the members of the Greeley committee favored the plan, but were outnumbered.

The inevitable happened. When the Greeley committee made its report at the A. W. A. convention at Houston last January, that report included a set of household goods forms. But the N. F. W. A. meanwhile was continuing its own job of working out a set of forms for its own members. The probability of two distinct sets of forms varying, one in use by the N. F. W. A. and the other indorsed by Mr. Hoover, loomed as something which unquestionably would be injurious to the furniture branch of the industry.

Believing that it might not yet be too late to correct a mistake that had become by now only too obvious, Distribution & Warehousing, subsequent to the Houston convention, placed the facts before William T. Bostwick, New York, a director of the N. F. W. A. Mr. Bostwick at once sensed the seriousness of the situation and placed the facts before Floyd L. Bateman, Chicago, then president of the N. F. W. A.

There followed correspondence between Mr. Bateman and Mr. Greeley, and when the A. W. A. simplication committee met in Washington on May 28 there was effected the cooperation which ought to have been put over at least two years ago.

C. J. Hamilton, Baltimore, chairman of the warehouse receipts committee of the

## C. J. Hamilton



Liaison representative of household goods branch of industry. The furniture storage forms are the joint product of the A. W. A. and the National Furniture Warehousemen's Association. In this eleventh-hour cooperative activity Mr. Hamilton was the official representative of the N. F. W. A. by appointment from F. L. Bateman, then the N. F. W. A.'s president.

N. F. W. A., appeared at the May 28 meeting as the official representative of Mr. Bateman, and took part in that phase

of the deliberations given over to the situation relating to household goods forms.

The result is that the household goods forms herewith illustrated are the joint products of this latent cooperative effort. Only the single set went to Secretary Hoover on Sept. 24. In future the National and the American members will have common forms. This 's as it should be, as the average warehouseman must concede.

The present simplication committee, appointed by Gardner Poole, Boston, after Mr. Poole became president of the A. W. A., witnessed a few changes in personnel, and is as follows:

Chairman, Mr. Greeley.

Members retained, J. Earle Bacon, P. L. Gerhardt, Sydney M. Green, Jr., T. A. Jackson, Willard W. Morse, C. J. Neal, D. L. Tilly, and Harry C. Lewis, Mr. Lewis, president of the Merchants Refrigerating Co., New York, took Mr. Tumbrink's place some months earlier.

The new members are:

Ex officio, Gardner Poole, president Commonwealth Ice & Cold Storage Co., Boston.

Joseph W. Glenn, O. J. Glenn & Son, Buffalo, N. Y.

Walter C. Reid, vice-president Lincoln Safe Deposit Co., New York.

Of the foregoing committee, Mr. Glenn, Mr. Jackson, Mr. Neal and Mr. Read are the household goods members, and all

# Goods Added to Storage (Standard Form 113) and Delivery Receipt (Standard Form 114) Household Goods

National Furniture Warehousemen's Age'n. Standard Form 113-34	GOODS ADDED TO STORAGE
Subject to	Il conditions as Contained in the Original Warehouse Receipt.
IMPOR	TANT: Attach this to your Original Warehouse Receipt.
	THE AMERICAN WAREHOUSE COMPANY
	2121 AMERICA AVENUE AMERICA
Name	AMERICA
Name Lot No.	AMERICA
	AMERICA Date 190
Let No.	AMERICA  Date 19  Goods From

Each of these forms, acceptable jointly by A. W. A. and N. F. W. A., is printed in duplicate, white and yellow copies.

	DELIVERY RECEIPT Lot No.
	THE AMERICAN WAREHOUSE COMPANY. 2121 AMERICAN AVENUE
	AMERICAN AVENUE
Name	Moved Out
Drivers	Moved To
	AMERICAN WAREHOUSE COMPANY, the articles listed below in good order with
exceptions as noted.	IMPARIENT WAREHOUSE COMPANY, the articles inted below in good order with

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four are members of the National Furniture Warehousemen's Association. Mr. Glenn is an A. W. A. vice-president at the head of the household division.

#### Conclusion

S UCH is the story of a progressive movement once described by W. W. Morse, when president of the A. W. A., as being "one of the greatest pieces of

work" which his organization had ever taken up. With the N. F. W. A. cooperating, the work becomes even greater, for without that cooperation the present results in the household goods end could not have been accomplished.

This review was written in advance of the holding of the Sept. 24 conference in Washington, and there was no way of knowing definitely what would be the attitude of the assembled shippers toward the merchandise storage forms. But letters received from a number of national distributors indicated that the attitude was to be favorable. A number of the shippers, members of the National Distributors' Association, informed Distribution & Warehousing early in September that they hoped the forms would be indorsed by the Department of Commerce, and that they would

# Government Investigating Committee Makes October Moving Day Recommendations

By EVANS CLARK

OVING DAY, 1924, will, according to all indications, try the patience and the pocketbook even more than moving day in previous years. There will be fewer moving vans available on Oct. 1, and they will charge higher prices; it will be harder than ever to get the painter or the plumber in to do the odd jobs around the new apartment; and it will take just as many weeks to get the telephone installed.

But those in the throes of moving may take what comfort they can from the fact that for the first time there is a national movement under way, under the highest Government auspices, to do away with the moving day absurdity and other absurdities of the real estate and building industry of which moving day is the outward and visible sign.

put them into use.

B ECAUSE it was not moving day that stimulated this movement is but another proof of the interdependence of the entire community on the construction activities of the nation. It was unemployment that started it; the situation with which the workers of the country were faced in the business depression in 1921. The present movement is an outgrowth of the President's conference on unemployment which met under the chairmanship of Herbert Hoover in September of that year.

While dealing with the question of immediate relief, the business men, labor leaders and economists realized that the basic trouble lay deep in the causes of the recurring "business cycle"—the recurrent period of boom and depression from which modern industry suffers and from seasonal variations in activities.

The conference recommended that continuing committees be set up to study the causes and effects of the business cycle and seasonal fluctuations in two key industries — construction and bituminous coal mining.

#### Wanted: Conscious Planning

The first of these two committees has now made public its report. Under the chairmanship of Ernest T. Trigg of John Lucas & Co. the Committee on Seasonal Operation in the Construction Industries has found that seasonal fluctuations, at any rate, can be controlled by conscious planning and cooperative effort.

The text of the report, just published

# WOULD "STAGGER" LEASING DATES

THE Committee on Seasonal Operation in the Construction Industries—an investigating body created as a result of the late President Harding's conference on unemployment in 1921—has completed its report.

The household goods warehouseman will be interested to learn that the committee definitely urges that steps be taken to apply the "stagger" principle to lease expiration dates—such as Sept. 1 for low rental property, Oct. 1 for medium and Nov. 1 for high-rental houses. This is in line with suggestions that have been advanced at warehousing conventions.

This article by Mr. Clark is reprinted, with permission, from the New York *Times*, with the belief that every furniture storage executive in the country will be interested in knowing about the committee's findings and recommendations.

mittee's findings and recommendations.

by the McGraw-Hill Book Company under the title "Seasonal Operation in the Construction Industries," gives the facts of the situation, while the people and firms who helped to gather and compile them furnish the nucleus of a definite movement to apply the remedy.

Moving day—a single set date on which all leases expire and are renewed—has been singled out by the committee as one of the chief causes for seasonal ills in the building industry. The report definitely urges that steps be taken to apply the "stagger" principle to lease expiration dates; that three dates, for instance, be designated instead of one—Sept. 1 for low rental property, Oct. 1 for medium and Nov. 1 for high-rental houses.

That the proposals of the committee will be taken seriously and have a fair chance of working themselves out in practice is attested by the standing of the people and concerns associated in compiling the report. The committee itself includes all the elements concerned in the construction industry—contractors, labor, bankers, real estate men, engineers, architects and the public.

#### Personnel of Committee

Among those included are John W. Blodgett, president of the National Lumber Manufacturers' Association; John Donlin, president of the Building Trades Department of the American Federation of Labor; L. F. Eppich, president of the National Association of Real Estate Boards; J. A. House, president of the Guardian Savings and Trust Company, and William Stanley Parker, vice-president of the American Society of Architects. Contributions of funds

and services were received from the American Federation of Labcr, the American Telephone and Telegraph Company, eight bureaus of the United States Government and associations of the following manufacturers: Lumber, paint, slate, tile, brick and contracting.

Investigations of the committee proved that the construction industry suffers from what might be called periodical tidal waves. Every year there is a tremendous ebb and flow of activity. During the winter months, beginning with December, there is comparatively little construction going on. With the approach of summer—along in April, May and June—a period of feverish activity sets in that lasts all summer and culminates just before the fateful moving day.

The result is bad for everyone; it is a matter of either too much or too little in the construction industry. In the busy season there is a shortage of labor and supplies, overtime must be paid, prices are forced up, work is delayed. In the slack season it is just the other way. Unemployment is prevalent, there are idle plant and machinery, as well as labor; overhead costs mount up, and labor turnover is increased.

## Balance Wheel of Industry

The ramifications of these troubles are astonishing. In the first place, the construction industry is the balance wheel of American industry. The value of building construction amounts to more than \$5,000,000,000 a year, while the number of employees engaged in construction, together with those in the material producing industries dependent on building, ranges into the millions. When the balance wheel does not balance, but careens from slack to busy seasons every year, the results are felt throughout the entire business structure of the nation.

"Activity in construction," says the report of the committee, "bears a close relation to general industrial conditions. The construction and equipment of new buildings result not only in the employment of building trades labor, but in the production of lumber, cement, iron and steel products, brick, sand and gravel, lime, hardware, paint, electrical equipment, furniture, textiles, and a variety of other materials. If building falls off there is bound to be a slackening in many other lines of industry, resulting in unemployment, decreasing purchasing power of employees and further depression. The ebb and flow in the demand for construction, seasonably and between different years, thus to a large degree affect our economical stability."

# Chronic Unemployment

Perhaps the most dramatic evil concerns labor. People complain about wages in the construction trades. Scales of \$10 a day and more have come to be notorious cause for fault-finding among business men and property owners. These \$10 wage scales are considered not so much evidence of cupidity and greed as they are the inevitable necessities of chronic unemployment. The committee has found that building trades workers in most American cities are out of work, through no fault of their own, at least three months in every year during normal times. They are fully employed, the committee reports, for only three to five months. The committee sums up the labor problem in these words:

"In the average year these men must be paid enough to support themselves and their families for twelve months on

# EVERY WAREHOUSE-MAN ALREADY KNOWS!

'S TORAGE warehouse companies," says the report of the Committee on Seasonal Operation in the Construction Industries, "have a period of feverish activity during which they have to add to their forces and for which they have to maintain extra capacity and equipment.

"Every possible means of conveyance is drafted into service and extra prices are charged by those temporarily operating a moving van.

"During certain seasons of the year much of the moving equipment is idle. The public not only pays the extra high charges for moving during the busy weeks, but also pays for the time that the equipment is idle."

wages received for seven to ten months' work."

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The labor problem is only half the

# Public Pays for Waste

"Contractors and building supply dealers," says the committee, "must maintain establishments big enough to handle a large amount of work during four or five months. These establishments are practically idle during at least three months, and are operating at only a fraction of their capacity during the rest of the year. Building material manufacturers also have to maintain unnecessarily large plant and equipment or else stock up materials during dull seasons in order to meet peak demands. This, of course, adds to the cost of their product. Architects find their office work crowded largely into the first six months of the year, although their field work is often active for some months later. Intermittent employment conditions keep young men from taking up the building trades. All this involves waste and the public pays for it."

The high spot of the committee's report is not so much its analysis of the evils of construction by the tidal wave method, but its conclusion that the tides are unnecessary and can be eliminated by human foresight and planning. Seasonal fluctuations in the building industry are due to habit and custom and not to necessity. We are treated to the spectacle of civilization causing itself untold waste of money, vast nervous irritation and even acute suffering and hardship not at all because it has to, but because it thinks it has to.

Apparently the chief cause for this erroneous idea has been the weather. Contractors and others have become imbued with the conviction that winter cold and storms make building operation either impossible or highly uneconomical. The committee proceeds to riddle this idea with a broadside of statistics.

In the first place the report shows that winter weather isn't as bad as it seems anyway. Winter makes such a bad impression that its evils are magnified in our minds out of all proportion to the facts.

## Winter Favorable

Most people would undoubtedly say that it's freezing a good part of the time during the latter part of December and during January and early February with occasional freezing temperatures during November and March. It turns out, however, that this is mostly imagination. The ten-year records of the United States Weather Bureau for New York City show that on an average there are only sixty-four days in each winter on which the temperature falls below freezing between the hours of 7 a. m. and 6 p. m. Of these, the records show only fourteen can be termed severe. As for rain, snow or sleet, the figures show the same exaggeration. There are, on the average, only seven days from Nov. 1 to March 31 when outdoor work has to be stopped on account of "precipitation," as the Weather Bureau calls it.

Not only does the committee prove that winter isn't as bad as it seems to be, but it goes on to show in the report that modern science and invention have during the past ten to twenty years made such rapid advances in the art of building construction that work can now be carried on even during the cold and stormy days.

# When Labor Is Efficient

The committee proves with facts and figures not only that it is possible to carry on construction in winter, but that it is often actually more economical to do so. Labor for one thing is more efficient in winter. Both the cold and the shortage of work make for increased production over warm weather and a shortage of labor. Building materials are usually cheaper in the winter, when the demand for them is less.

"With further, developments in handling the work," says the committee, "and cooperation of the supply dealers through lower costs made possible by the continuous operation of their plants, the cost in winter can be reduced appreciably below that of warm weather construction."

When it comes to remedies the com-

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mittee puts the issue up to the interested parties in each locality.

# Clearing House Needed

First of all, the report states, the local facts must be known-facts about weather conditions, employment, building materials, amount of construction carried on during each month in the past, and costs to the community through the wastes of fluctuation. It points to the necessity of having some local group "which can serve as a clearing house for information on seasonal building activity, and, if possible, one which can predict in a general way a few months ahead whether employment is likely to

vary from the normal." Once the facts are known action depends first upon those directly concerned with construction, general contractors, real estate men, architects, engineers, building material manufacturers, labor organizations, public utility concerns, home owners and public officials. When those concerned see the situation as it

is each one can do his part. The home owner can have his painting, paperhanging, plumbing, masonry and carpentry done in the slack season from December to April and his heating

repairs made in the summer lull. Architects, through their contact with owners during the period which precedes the letting of the contract, can advise their clients to build in a season which

levels down the fluctuation of activity. The general contractor has a direct contact with owners, engineers and architects. By intensive selling methods he can throw more work into the dull period and relieve the seasonal congestion.

Subcontractors and labor organizations can do a great deal through advertising and general educational work. Painting contractors in Syracuse, for example, have run page advertisements in the newspapers urging the public to "lengthen the painting season—help the painter, with profit to yourself." The Atlantic City Building Trades Council issued a pamphlet describing the advantages of ironing out the building curve, and the Philadelphia bricklayers ran advertisements in the same vein.

# Would Time Public Building

Public officials, backed by an informed public opinion, can do a great deal. The committee sent a questionnaire to engineers in all parts of the country asking them whether public improvements in their localities had been undertaken in the peak of the building season. Some 200 answers were received. Out of that number 192 said

'yes." Public works, says the committee, are particularly "well adapted for long-range planning, for expansion in years of depression and for slowing up in years of general business activity. It is equally possible and desirable that public works be planned with special regard to seasonal conditions and that all work which is not urgently required be held up until the peak season is passed or started early enough to take advantage of the midwinter slump.' Railroads and public utility concerns which require a great deal of construction work can influence the situation as

much as any single group.

The abolition of the common leasing date is one of the most important reforms that can be made, according to

# Effect on Moving

"In New York," the report states, "the Oct. 1 leasing date is said to have encouraged the general state of feverish activity which has characterized building there during the summer months of the last few years. The common leasing date increases the peak in the business of the real estate man, telephone company, gas company, electric light company and storage warehouse company. Public service companies are burdened with the removal and installation of movers all at one time. Storage warehouse companies have a period of feverish activity during which they have to add to their forces and for which they have to maintain extra capacity and equipment. Every possible means of conveyance is drafted into service and extra prices are charged by those temporarily operating a moving van. During certain seasons of the year much of the moving equipment is idle. The public not only pays the extra high charges for moving during the busy weeks, but also pays for the time that the equipment is idle."

# National Terminals Corporation Has Completed Plant in Indianapolis and Will Build Another in St. Louis

THE National Terminals Corp., which operates extensive warehousing properties in Indianapolis, Cleveland, Cincinnati, Detroit and Erie, Pa., has announced plans for the construction of a terminal storage plant in St. Louis to be operated in connection with those other

The St. Louis project will, it is said, represent an expenditure of from \$20,-000,000 to \$25,000,000 and may be the largest of its kind in the world. It will include refrigerating and dry storage space, and there will be space for lease

to railroads and to shippers. The plans call for warehouses and switching facilities covering twelve city The section in which property options have been obtained is bounded in part by O'Fallon and Hemstead Streets. It is understood that the plans call for construction of a tunnel under Broadway to connect with the tracks of the Terminal Railroad Association. The options obtained run until Jan. 15 and may be extended to April 15.

Illustrated herewith is the completed plant of the Indiana Terminal Warehouse Co., one of the Indianapolis com-



Five-story brick and reinforced concrete warehouse structure erected in Indianapolis by the National Terminals Corp., which operates also in Cleveland, Cincinnati, Detroit and Erie, Pa., and is behind a \$20,000,000 project in St. Louis

panies controlled by the National Terminals Corp. This warehouse is of brick and reinforced concrete construction, five stories high, with brokerage offices facing the street on two sides on the first and second floors. The building has space for inclosed tracks for both electric and steam railways and for truck loadings.

# 1925 Warehouse Directory Will Appear in January

"It's the Starred Listing That Gets the Business!"

THE 1925 Warehouse Directory will appear about January 1 next. It will be published by the Class Journal Co. as part of the anuary, 1925, issue of Distribution & Warehousing. In the Directory there will be listed, as in the past, the public warehouse companies—merchandise, household goods and cold storage—of the United States and Canada, together with those in England, Japan and Cuba which are members of Yankee trade associations.

An outstanding feature will be the STAR. Veterans in the industry know the significance of the STAR. The STARRED listing—thus: \*—builds business, as warehousemen have learned by experience.

When a company's listing carries a STAR after it in the forthcoming Directory, the STAR means that the information in that company's listing was supplied to *Distribution* 

& Warehousing late in 1924 especially for publication in the 1925 Directory.

It is up to every warehouse company to decide for itself whether it wants its 1925 Directory listing to be STARRED. The choice is one between standing still and business progress.

There is only one way to get STARRED. That one way is to return the necessary information asked for by *Distribution & Warehousing*.

The machinery to enable warehouse companies to have their listings STARRED was put into motion by the publishers during September. The wheels will keep on turning right up to the last minute—which should be around December 1—grinding our STARS to add luster to the 1925 Directory. Here is how the machinery works:

EVERY warehouse company which is STARRED in the current 1924 Directory is being sent a copy of its 1924 listing. With the listing goes a letter asking the company to return it after the company has made such changes, revisions, additions, eliminations, etc., as may be necessary in order to bring the information therein correct and up to the minute. The returned listing is the one which will appear, STARRED, in the 1925 Directory.

Every company listed in the current Directory without a STAR, and every company on Distribution & Warehousing's list compiled since the 1924 volume was published, is being sent a questionnaire. With the questionnaire goes a letter asking the company

to return it after filling it in. The returned questionnaire will form the basis of a listing which will appear, STARRED, in the 1925 Directory.

It is no small task to compile the annual Warehouse Directory.



Hitch your warehouse to a STAR in 1925

It is hoped to make the 1925 edition more comprehensive, more nearly complete, than any previous volume has been. That will be accomplished to the extent that the men in the warehouse industry cooperate. It is their Directory. They can help build it, if they will, year by year in order to maintain it as a year-round reference book worthy of the industry, its importance and its traditions.

Accordingly Distribution & Warehousing urges the warehousemen to return promptly the listings and questionnaires which are being distributed during September and October. Remember—it's the STARRED listing that gets the business!

"It's the STARRED listing that

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# Andy Says—

Will you be listed in the 1925 Warehouse Directory? That question should be in the minds of every warehouseman in the United States at this time—it is pertinent because of the great volume of work which has already begun to accumulate in our efforts to compile, accurately and completely, the information which this 1925 Directory issue will contain.

Each year the Directory becomes a greater task for the publishers to compile—and each year it becomes of greater value to the industries who use it.

But this herculean task of collecting and publishing involves a personal responsibility, among the warehousemen whom it is intended to serve, that makes it necessary to emphasize the importance, to them, of returning the questionnaires and clippings sent to them for filling in and correcting.

It is no easy matter to deal with five thousand individuals no matter who they are or how beneficial it may be for them each to give an immediate reply. The majority will of course give instant attention to the question at hand, otherwise the compilation of such a Directory as this would not be possible—but there are others who insist upon being reminded time and again, while still others won't reply at all. It is to the last two classes that this request is directed. Please return the information we will ask you for without delay.

Within a short time, if not already received, you will receive a questionnaire or a clipping asking you for information relating to your plant, for publication in the 1925 Directory.

It is urgent—important—and necessary—that we have this information at once.

Please send it without delay and, as an indication that the information published is revised and correct, we will place a STAR (\*) in connection with your name.

This STAR means everything to the man who uses the Directory. It means the information relating to your plant can be relied upon and the probabilities are that most of the starred names can be relied upon in other ways also.

Don't ignore our requests for information—answer them and help us to compile the largest and most comprehensive Warehouse Directory ever put through the works.

Remember—it's in the making now. Are you with us?

-Andrew K. Murray, Business Manager.

gets the business!" is not poppycock and propaganda. It is backed by evidence.

It is tangible evidence. It is evidence in the form of letters which *Distribution & Warehousing* has on file.

These letters are from the traffic departments of national distributors who route their goods through public warehouses; and from household goods warehousemen who make shipments to one another

The term "year-round reference volume" has been used in describing the Directory. The term is appropriately so used. Traffic managers and warehousemen in numbers will so testify. The letters which Distribution & Warehousing has on file are proof.

The Directory is to be found

the year round on the desks of industrial traffic and distribution managers. They consult it constantly when selecting new points of distribution. It is to be found the year round on the desk of warehousemen. They consult it when sending shipments forward to fellow storage executives.

And when the traffic managers and warehousemen do that consulting, they look for the STAR. The warehouse company whose listing is not STARRED is apt to get little if any business at all, unless the company happens to be known personally by traffic managers or storage executives.

"It's the STARRED listing that gets the business!" That cannot be said too emphatically.

Next month Distribution & Warehousing will publish excerpts

from some of the letters on file. Those quotations should be convincing to warehousemen as to why it will be worth their while to make certain that their companies' listings are STARRED in the 1925 Warehouse Directory.

The secretaries of the various trade associations in the industry are cooperating to make the new Directory the book it will be. They are urging their members to make prompt returns of the 1924 listings or the questionnaires, whichever they receive, so that their companies will be STARRED in the forthcoming Directory. Such cooperation by the trade association secretaries is vision. The secretaries realize that "It's the STARRED listing that gets the business!"

# Mr. Merchandise Warehouseman:

# Can YOU Answer These Questions?

(The Answers Are Pertinent If You Would "Know Your Business")

- 1. Do you know what is meant by "lot unit"?
- 2. Do you know how to find the floor load of a commodity?
- 3. What is a "computing weight"?
- 4. What are "man hours"?
- 5. What is "I P D"?
- 6. What is "average occupancy"?
- 7. What are "modifications"?
- 8. Can you figure your handling overhead?
- 9. Do you know how to make a rate on a new commodity?
- 10. What are "rating steps"?
- 11. How would you fix your liability for extra value?
- 12. What are "capers"?
- 13. If you know the dimension and weight of a package, can you classify it?
- 14. What is "plumbago"?
- 15. What is "henequen"? Can you store it in your warehouse?
- 16. What are "dog buttons"?

The Answers Are to Be Found in

# "Warehousing General Merchandise"—

# An Encyclopedia

Published by the American Warehousemen's Association

Sold by the U. P. C. Book Co. 239 West 39th Street, New York City

Price, \$15. If you are a member of one of the recognized trade associations identified with the public warehouse industry the price is \$10.

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# Warehouse Encyclopedia Is Invaluable to Storage and Traffic Executives

# Contents Include Descriptions of 800 Commodities—Treatise on Cost Accounting—Text of Uniform Warehouse Receipts Act

NDUSTRIAL traffic and sales managers, together with merchandise storage executives who are not members of the American Warehousemen's Association, are perhaps not aware that the book "Warehousing General Merchandise"—an encyclopedia compiled by that organization's Central Bureau Committee after years of scientific study and at a cost of some \$15,000—has been placed on sale generally to business and warehousing interests not identified with the association.

The cost of one copy of this encyclopedia is \$15 and the book may be obtained by addressing the U. P. C. Book Co., 239 West Thirty-ninth Street, New York City. The U. P. C. (United Publishers Corporation) controls The Class Journal Co., which publishes Distribution & Warehousing.

Any storage executive who is a member of any one of the recognized national, sectional, State or local warehousing trade associations may obtain the encyclopedia at \$10 a copy from the U. P. C., by special arrangement with the American Warehousemen's Association.

The encyclopedia's table of contents, published herewith on page 26, will show that the encyclopedia is invaluable to the company engaged in commercial warehousing.

Its value to national distributors may be visualized when it is pointed out that approximately 800 commodities which warehousemen store and distribute are classified in a section comprising 280 pages of the 415-page book.

Every one of these 800 commodities is classified with relation to its description and nature, its varieties, its source, its use, its peculiarities as applied to storage and handling, its dimensions and volume and weight, its density in pile, etc.

ON page 24 will be found a series of sixteen questions compiled by T. E. Witters, chairman of the Central Bureau committee of the American Warehousemen's Association. It is safe to say that if these were sent, in the form of a questionnaire, to warehouse executives generally, not one in a dozen—perhaps not one in a hundred—could answer correctly every one of the sixteen queries.

The encyclopedia gives the answers. That is why it was compiled—to provide just such information for warehousemen, newcomers and veterans alike. A thousand other puzzling questions of the same kind could be asked—and a study on the contents of the encyclopedia would bring the right answers.

The detailed data regarding the 800 commodities are based on the experience of warehousemen throughout the country and on numerous other competent and authoritative sources.

The encyclopedia is not in any sense a rate-fixing volume; it does not tell the warehouseman what prices to charge for space or for handling and other services. As explained in the preface:

"Nothing contained in the present volume is in any way intended as a statement of the specific rates to be charged by warehousemen. It rather indicates the rates which must be charged in order that a certain given return on the investment may result."

One feature of the encyclopedia is the section headed "Cost Finding," occupy-

# DO YOU STORE THESE COMMODITIES?

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A NTIMONY — aquisol—argols—balata — balsam copaiba — barium chloride—barytes—blood—bouillon cubes — carnauba wax — casein — chick peas — corndum—cutch — dextrine — dog buttons — emarex — French chalk — gelatong—hematine—istle—jalap—kapoc—lanum—muntz metal — noils — oak galls —plumbago—ramie — sheelite—steatite—tragacanth—turmeric—zingiber.

If they were offered, would you know their nature, use, peculiarities, dimensions, density?

The encyclopedia gives such information regarding these and more than 750 other commodities.

"They are still blundering along under the old 'rule of thumb' method, making a little money, it is true, not so much because of their own ability as because the circumstances of the moment are such that they can't very well do otherwise. But the pendulum cannot always swing in one direction. There must be a reverse action, and, when that comes, knowledge of which business is profitable will save the day."

The cost finding section of the encyclopedia gives that "save the day" knowledge.

Warehousemen must operate in conformance with Uniform Warehouse Receipts Act, which is in effect in all States except Georgia, Kentucky, New Hampshire and South Carolina. In the encyclopedia the text of this Act is published in full, taking up fifteen pages.

The book has been in wide demand among interests outside the field of warehousing—among traffic managers, railroad and steamship officials, public and newspaper libraries, Government and State bureaus and commissions, chambers of commerce, foreign consulates, and colleges and universities. The text of the encyclopedia is being translated into the Japanese language.

AS explained in the book's preface, for many years the American Warehousemen's Association has been devoting considerable time to the subject of

ing about thirty-five pages and illustrated. This text was published serially, several years ago, in *Distribution & Warehousing* under the title "Cost Finding for Warehousemen." In the encyclopedia the various chapters are assembled under a single cover. As the treatise points out, many warehousemen today are without knowledge of cost accounting.—

# Contents of "Warehousing General Merchandise"—An Encyclopedia

1.	Preface vii	9.	. To Find the Rate for a Classified Commodity307
	Foreword		(a) To find the storge rate
3.	Glossary 3		rates per 100 pounds for Class A commodities307 Examples308
	Dimensions, Volume, etc		(b) To find the handling rate
5.	Commodity Classification 5	10	
	Comprising an alphabetical compilation of commodities showing: (a) Description and Nature	10.	To Find the Rate for an Unclassified Commodity (Short
	(b) Varieties		Method Tables)311
	(c) Source		(a) To find the storage rate
	(d) Use (e) Peculiarities as applied to Storage and Handling		Examples311
	(f) Containers		Density Classification Table— 5% Loss of Space312
	(g) Dimensions, Volumes and Weights (h) Lot Unit		Density Classification Table—10% Loss of Space313 Index System
	(i) Density in Pile		Examples
	(i) Storage Classification and Modifications		Limiting Weight
	(k) Handling Classification and Modifications		Cubic System 322
6.	Classification Package Rate Table285		Cubic System Tables323
	Theory of Classification291		Examples
	Incory of Classification		
	(a) Storage Classification		(c) Discrepancies in rates obtained by various methods329
	(a) Storage Classification       291         (b) Handling Classification       293	11	
	(b) Handling Classification		Table of Inches Reduced to Decimal of a Foot330
	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295		
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295	12.	Table of Inches Reduced to Decimal of a Foot330
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (e) Annilization of Lot Unit       296	12.	Table of Inches Reduced to Decimal of a Foot330 Useful Formulae
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (g) Application of Lot Unit       296         (h) Loss of Space       296         (i) Standard Modifications       297	12.	Table of Inches Reduced to Decimal of a Foot
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (g) Application of Lot Unit       296         (h) Loss of Space       296         (j) Standard Modifications       297         (j) Standard Modifications, with Illustrations       297	12.	Cost Finding         334           (I) Introduction         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (g) Application of Lot Unit       296         (h) Loss of Space       296         (i) Standard Modifications       297         (j) Standard Modifications, with Illustrations       297         (k) Table showing Percentages of Increase and Decrease from Base       298	12.	Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         343           (IV) Man-Hours         318           318         318           319         318           310         318           310         318           311         318           318         318
	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit         296           (i) Standard Modifications         297           (j) Standard Modifications, with Illustrations         297           (k) Table showing Percentages of Increase and Decrease from Base from Base         298           (j) Weights and Measurements         298	12.	Table of Inches Reduced to Decimal of a Foot.       330         Useful Formulae       331         Cost Finding       334         (1) Introduction       334         (II) The Need for a Cost System       337         (III) The Costs in a Warehouse       338         (IV) Proper Methods       343         (V) Man-Hours       348         (VI) Commodity Handling Costs       353
	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (g) Application of Lot Unit       296         (h) Loss of Space       296         (j) Standard Modifications       297         (j) Standard Modifications, with Illustrations       297         (k) Table showing Percentages of Increase and Decrease from Base       298         (l) Weights and Measurements       298         (m) Minimum Computing Weight       298	12.	Table of Inches Reduced to Decimal of a Foot.         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         348           (V) Man-Hours         348           (V) Commodity Handling Costs         352           (VII) Handling Overhead         361           VIII Handling Overhead         361
•	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit         296           (h) Loss of Space         296           (j) Standard Modifications         297           (j) Standard Modifications, with Illustrations         297           (k) Table showing Percentages of Increase and Decrease from Base         298           (m) Minimum Computing Weight         298           (m) Computing Weight         298           (n) Package Rating Steps         299           (o) Package Rating Steps         299	12. 13.	Table of Inches Reduced to Decimal of a Foot         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         343           (V) Man-Hours         348           (V) Commodity Handling Costs         358           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368
•	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit         296           (h) Loss of Space         296           (j) Standard Modifications         297           (j) Standard Modifications, with Illustrations         297           (k) Table showing Percentages of Increase and Decrease from Base         298           (l) Weights and Measurements         298           (m) Minimum Computing Weight         298           (n) Computing Weight         299           (o) Package Rating Steps         299           (n) Standard Packages         300	12. 13.	Table of Inches Reduced to Decimal of a Foot.         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         343           (V) Man-Hours         348           (V) Man-Hours         358           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372
•	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit         296           (i) Standard Modifications         297           (j) Standard Modifications, with Illustrations         297           (k) Table showing Percentages of Increase and Decrease Trom Base         298           (l) Weights and Measurements         298           (m) Minimum Computing Weight         298           (n) Computing Weight         299           (p) Fackage Rating Steps         299           (p) Standard Packages         300           (d) Piling Methods         300	12. 13. 14. 15.	Table of Inches Reduced to Decimal of a Foot.         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         348           (V) Man-Hours         348           (V) Man-Hours         368           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372           Average Occupancy of Warehouse Space         379
8.	(b) Handling Classification       293         (c) Lot Unit       293         (d) Less Lot Unit Quantity       294         (e) Individual Package Delivery       295         (f) Small Packages       295         (g) Application of Lot Unit       296         (h) Loss of Space       296         (l) Standard Modifications       297         (j) Standard Modifications, with Illustrations       297         (k) Table showing Percentages of Increase and Decrease from Base       288         (l) Weights and Measurements       298         (m) Minimum Computing Weight       298         (n) Opputing Weight       299         (p) Package Rating Steps       299         (p) Standard Packages       300         (d) Piling Methods       300         Classification Methods       302	12. 13. 14. 15.	Table of Inches Reduced to Decimal of a Foot         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         343           (V) Man-Hours         348           (V) Commodity Handling Costs         353           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372
8.	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity.         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit.         296           (i) Loss of Space.         296           (i) Standard Modifications         297           (j) Standard Modifications, with Illustrations.         297           (k) Table showing Percentages of Increase and Decrease from Base         298           (l) Weights and Measurements.         298           (m) Minimum Computing Weight         298           (n) Computing Weight         299           (p) Standard Packages         300           (p) Package Rating Steps         289           (p) Flandard Packages         300           (p) Pain Methods         300           Classification Methods         302           Examples         303	12. 13. 14. 15. 16.	Table of Inches Reduced to Decimal of a Foot         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         348           (V) Man-Hours         348           (VI) Commodity Handling Costs         353           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372           Average Occupancy of Warehouse Space         379
8.	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit         296           (h) Loss of Space         296           (j) Standard Modifications         297           (j) Standard Modifications, with Illustrations         297           (k) Table showing Percentages of Increase and Decrease from Base         298           (m) Minimum Computing Weight         298           (m) Minimum Computing Weight         298           (n) Package Rating Steps         299           (p) Standard Packages         300           (d) Piling Methods         300           Classification Methods         302           Examples         303           Floor Load Classification Table         304	12. 13. 14. 15. 16. 17.	Table of Inches Reduced to Decimal of a Foot         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         348           (V) Man-Hours         348           (VI) Commodity Handling Costs         353           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372           Average Occupancy of Warehouse Space         379           Standard Terms and Conditions         381           Central Warehousemen's Club System         385
8.	(b) Handling Classification         293           (c) Lot Unit         293           (d) Less Lot Unit Quantity.         294           (e) Individual Package Delivery         295           (f) Small Packages         295           (g) Application of Lot Unit.         296           (i) Loss of Space.         296           (i) Standard Modifications         297           (j) Standard Modifications, with Illustrations.         297           (k) Table showing Percentages of Increase and Decrease from Base         298           (l) Weights and Measurements.         298           (m) Minimum Computing Weight         298           (n) Computing Weight         299           (p) Standard Packages         300           (p) Package Rating Steps         289           (p) Flandard Packages         300           (p) Pain Methods         300           Classification Methods         302           Examples         303	12. 13. 14. 15. 16. 17.	Table of Inches Reduced to Decimal of a Foot.         330           Useful Formulae         331           Cost Finding         334           (I) Introduction         334           (II) The Need for a Cost System         337           (III) The Costs in a Warehouse         338           (IV) Proper Methods         348           (V) Man-Hours         348           (VI) Commodity Handling Costs         352           (VII) Handling Overhead         361           (VIII) The Warehouseman's Dollar         368           Standard Warehouse Example         372           Average Occupancy of Warehouse Space         379           Standard Terms and Conditions         381

equitable rate bases. In 1918 the association's committee on standardization of basis for rates prepared a report illustrating the operation of the so-called floor load system in arriving at a basis for storage rates, and included in that report was a method of determining handling rates through cost finding.

The report of that committee led to the creating of the association's Central Bureau, headed by Mr. Witters, who is vice-president of the Baltimore Fidelity Warehouse Co., Baltimore. The function of the Central Bureau was "to assemble and disseminate various data and revise the bases from time to time" as experience might direct.

In 1920 the Central Bureau published a report which materially modified and enlarged its 1918 findings. The 1920 report formed "a sound fundamental basis for the establishment of rates for storing and handling," but the report was of necessity confined purely to theory and made no attempt at a definite classification of commodities, as it was impossible to compile any proper classification until the numerous fundamentals had been developed.

In 1921 the Central Bureau pointed out in its report its belief that there was need for a publication which would detail the various commodities stored by general merchandise warehousemen, in relation to nature, origin, use and peculiar qualities with respect to storage and handling. The 1922 committee was in-

# T. E. Witters



Chairman of the committee which compiled the encyclopedia

structed to proceed with the publication of such a book. Records of the various United States Government Departments were consulted and various other sources of information were borrowed upon, and the present encyclopedia is the fruit of all that labor. As set down in the foreword:

"This volume has been compiled for the purpose of enabling the warehouseman to determine equitable rates applicable to the various commodities handled and stored by him, to enable him to quote rates on commodities concerning which

he himself has had no actual experience, and to furnish him with other useful information concerning commodifies offered for storage."
in the small "box" on page 25 is

given a list of thirty-four commodities with which the average storage executive probably is not familiar. Were one of these offered for storage, the same "average" warehouseman unquestionably would not know what rate he ought to charge and would be at a loss where to turn for the necessary information.

The encyclopedia gives that information.

## Smith With Sibley Company

H. H. Smith, general manager in Kansas City for the Crooks Terminal Warehouses of Chicago and Kansas City, and vice-president and general manager of the Southwest Warehouse Corp. of Kansas City, has resigned those positions to assume charge of the Sibley Warehouse & Storage Co., Chicago.

Mr. Smith went to Kansas City five years ago to take charge of the Southwest company. During the past two years he has been affiliated with the Crooks properties in Kansas City, as the Crooks company was operating the Southwest plant jointly with its Kansas City houses.

With the resignation of Mr. Smith the Southwest corporation is being operated through its own organization, with D. M. Harwood in charge as general manager.

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# TWO BITS

Vol. V. No. 4

# A Bit Here, A Bit There

Gotham, October, 1924

# OUR GOLF DEPARTMENT

HERB BRAGG, the Trans-Continental forwarder of Gotham, has sent Two Bits a letter apologizing on a/c he failed to invite Ye Ed. to the 1st golf tournament of the N. Y. F. W. A. in Aug. Well, Herb, if you thought we was going to feel slighted on a/c we got no bid, you are considerable in error. Quite on the other hand, we are terrifically complimented; the fact is that we realize, Herb, that you comprehend that our golf is finally getting extraordinary in quality, & the real reason you failed to invite us was on a/c you was afraid Ye Ed. would win the tournament.

Our golfing progress, if you could call it that, is being watched somewhat enviously throughout the storagers' industry. Everywhere we go someone wants to know what our latest score is & whether anyone has donated us any clubs to go with that 1 mid-iron which Syd Green, Jr., the Petersburg, Va., storager, gifted us with about several mos. ago. As to the latter inquiry, the ans. is "No," but we have rcvd from P. Van Haaren & Sons Storage Co., Bay City, Mich., a pasteboard box containing an elegant outlay of golfing utensils, as follows:

1. A putter, 24 in. long, broken in ½, with attached yellow card, bearing inscription "Here's a putter. Put her together."

2. Six pencils, advt'g the donor's company, with attached orange card bearing inscription "Sharpen 'em yourself." We assume these are for use when lowering our next score when nobody is looking.

3. A bar of butternut chocolate, in case we get hungry around the 18th hole.

4. Four peanuts, to feed to the caddies who carry Syd's 1 mid-iron.

5. A roll of burlap, personally contributed by Joe Sniff, of the Van Haaren co., for use in making our own golf bag on a/c no one has sent us one to put Syd's 1 mid-iron in.

6. A golf ball, fair to middling quality.
7. Large band of rubber with attached pink card bearing inscription "For the office girl's wrist watch," which would be O.K. if she had a wrist watch.

8. Four lines of verse not worth publishing:

"He was a bright eyed lassie. She owned a great big tower. The train was late that afternoon. Half past ten was the hour."

All of which do not get us any more clubs to go with Syd Green's 1 mid-iron.

As stated, everybody asks us has anybody sent us any but nobody sends any. This mo. (Oct.) we publish, on p. 11, a rather apt likeness of Syd, donor of the 1 mid-iron. We hope that at least someone in the storagers' industry is going to look upon those features of Syd's & be inspired thereby to send us a club to go with the 1 mid-iron, what we need being 1 brassie, 1 spoon mashie, 1 mashie-niblick, 1 niblick, 1 putter, also 1 good jigger, & 1 golf bag.

This fruitless innuendo as to Ye Ed.'s golfing requirements has been going on now for quite a time. We trust we will not be driven to the point where we will feel compelled to ask outright for any of the aforementioned utensils.

Nobody has yet written us a letter asking us why we don't buy them. We've been expecting one.

Real News Are Difficult to Procure
These Days

# THE HASH'S STATUS

A S readers of Distribution & Warehousing, a contemporary of Two Bits, know, the 1925 Warehouse Directory will be published in January, & every storagers' co. which sends in upto-date information will—see p. 22—be listed with a bold-face STAR after its name.

As persons know who are unfortunate enough to have to eat all their meals in restaurants, the average menu contains dishes which are STARRED, meaning they are ready to serve pronto.

Last mo. (Sept.) Andy Murray, Distribution & Warehousing's business mgr., called a conference of the business & editorial staffs and, notwithstanding Andy's Scotch ancestry, Andy surprised his slaves by blowing them to some so-called fodder. Pedro the waiter brought in a menu which included some STARRED dishes.

Dick Kelly, western advt'g representative, announced he craved some corn beef hash.

"Here it is on the menu," says Andy, "but we're in a hurry, and it isn't STARRED."

"Well, then," says Dick right off the bat, his mind on the 1925 Warehouse Directory, "I don't want any corn beef hash. If it isn't STARRED it must be last year's hash. Gimme some ham-an'eggs."

## NEWS ITEMS

Mrs. Marie Bowen, the Indianapolis storagess, has sent Two Bits an elegant scenic postcard from Yosemite Nat'l Park, where she was en route vacationing.

Alt Greeley, the Cleveland storager, was to Gotham & Wash'ton last mo. (Sept.) on bus.

Bill Bostwick, reporting at the Sept. meeting as sec. of the Gotham F. W. A., said "We have revd a letter from a firm in Bohemia offering us the agency for glass beads," whereupon Charley Morris, another Gotham storager, said "They still think we're Indians over here!" We scooped *The Furniture Warehouseman*'s "Out of the Burlap Bag" dept. on this one, all right.

Walt Reid & Walt Gilbert, the Gotham storagers, are recovering from serious illnesses, Two Bits is pleased to publish.

Bill Turner, the Cleveland storager, is both modest & insinuating. In our Aug. Two Bits we published an item that the Lincoln Fireproof Storage Co., Cleveland, had gifted us with "a keyring knife without any corkscrew attachment." Bill writes us that the knife did not come from Cleveland's Lincoln co., of which he is sec., but came probably from Kansas City's Lincoln co. Bill adds: "It is quite evident that when you compiled this little news item you must have been under the influence of the goods for which a corkscrew would be necessary to use. How about it?" We hasten to say that that's all there is about it.

Harry McNeely, the St. Paul storager, motorcarred to Gotham of late, in fact too late to get into our Sept. Two Bits.

Joe ("Moon") Meyer's, the Chicago storager's, better ½ is having her hair bobbed, our Chi. correspondents reports.

Joe ("Moon") Meyer, the Chicago storager, was to Lac Du Flambeau on a fishing trip last mo. (Sept.) on a/c he was on the verge of a nervous breakdown on a/c his better ½ was having her hair bobbed, our Chi. correspondent reports.

News are scarce this mo. on a/c nebedy is contributing.

# Broadcasting Warehousing's Service-Story by Radio

# "Cold Storage as a Public Necessity"

By W. D. Sammis Secretary, Produce Refrigerating Co., Minneapolis

HIS is the story of an industry of which the general public knows very little; yet by the very nature of the public cold storage business, practically everyone is vitally concerned. There is an idea prevailing among many people that cold storage warehouses are places where food is hoarded for long periods in order to force prices up; and that those engaged in the cold storage business are profiteers who scheme and plan to gouge the consumer by selling him inferior food products at outrageous prices. In reality, the facts are not at all like this, and everyone owes it to one's self to become thoroughly informed concerning this extremely important industry.

Warehouses are not new creations by any means. With civilization came the warehouse, and, later on, the cold storage warehouse. The savage exists on food produced throughout the year and only tropical countries can support human life without warehouses. As the savage migrated further from the equator, he found that fruits and vegetables did not grow every month in the year and that it was necessary to save a part of each crop to sustain life during the winter season. As civilization grew it became necessary to warehouse foodstuffs in increasing quantities, in order to provide food for those who, in ever increasing numbers, ceased to provide food for themselves but manufactured and distributed articles that in every way made it easier to enjoy life.

The average person has only a vague idea of a cold storage plant, yet the ice box in the private home is a miniature one. In each case, the idea is to carry highly perishable commodities in a way to prevent deterioration. The ice box, however, is very imperfect compared to the cold storage warehouse. Many different commodities require different temperatures. This is provided for in cold storage, and temperatures varying from 20 deg. F. below zero to 45 deg. above, are furnished, depending upon the product to be carried. A steady, even temperature is also essential to the keeping of foodstuffs. The cold storage maintains the same temperature without variations. In addition to this, there is humidity to control. The air holds moisture. If it is too dry, food products lose quality by drying out; if it is too wet, mold and rot develop, which spoil the goods.

The cold storage warehouse protects the goods by providing the right humidity for each particular product.

IN order to maintain certain temperatures and to control humidity, a power plant filled with expensive machinery is operated in connection with the warehouse and its equipment. The warehouse itself must be a substantial building, thoroughly insulated to protect the rooms from outside temperatures and piped directly or indirectly for refrigeration. It requires an experienced organization to operate such a plant.

It might be thought, with the elaborate machinery and complex organization necessary to operate a modern cold storage, that the cost of service would be excessive, but the fact is just the reverse. The added cost of cold storage to the value of any product is very low. For instance, the average cost of carrying a dozen eggs in cold storage for the entire season, from spring to fall, is approximately one and one-half cents a dozen; the cost of carrying butter is about one cent a pound per season, which is also true of cheese and poultry. This uniformly low cost prevails on all commodities.

Just consider with me where the cold storage comes into your life and how it concerns you. Next to air and water, food is of the most vital necessity to you, so that when you know what commodities are chiefly carried in cold storage and why they are carried there, you will realize that cold storage warehouses very much affect your life.

In the spring of the year nature provides that the hen produce eggs abundantly and this heavy lay continues up to hot weather, when production begins to slacken. Eggs that are laid

# "TELLING THE PUBLIC"

THIS is the final one of a series of three talks which were broadcast by radio from station WLAG, Minneapolis. The first-"Advantages of Distributing General Merchandise Through Public Warehouses"-by George A. Hamley, president of the Colonial Warehouse Co., Minneapolis, appeared in the August issue of Distribution & Warehousing. The second-"The Moving, Packing, Storage and Forwarding of Household Goods"-by C. C. Stetson, president of the Fidelity Storage & Transfer Co., St. Paul, was published in the September number.

in the spring are the choicest of the year. Also in the late spring and early summer, when the grass is green in the pastures, we get our greatest production of milk and cream, the surplus of which is made into butter and cheese, which is higher in quality then than at any other time of the year. The springtime is the best time to hatch chickens. These chickens are ready for the market in the fall of the year, and must be killed then; otherwise they will become old and tough. In the fall, also the great crop of apples matures.

With practically all foods we find a certain period of the year when these foods grow in greatest abundance. Certainly, if we are to have these foodstuffs in the period of the year in which they are not produced, they must be stored; and if they are highly perishable, they

must be cold stored.

Now it can plainly be seen that if highly perishable commodities produced during the crop season had to be marketed during that time, the market would be glutted. The farmer most certainly would not receive much for his crops, and of course great quantities would be wasted and spoiled. The natural consequences would be that he would, to a great degree, raise other commodities.

This would mean extremely high prices to the public for the products, the production of which had been curtailed. Right here is where the cold storage is so necessary to you. The farmer can store his products during the crop season, receiving a fair price for them when he sells; the dealer can buy and store during the producing season to protect his trade; all enabling the consumer to obtain these products later in the year at a reasonable cost.

#### Safeguarding the Public

There has been a belief that commodities are carried in cold storage for great lengths of time. This is not true. Take the goods just mentioned. The period when the hen lays the least is from October through December, and this is the period when most of the eggs in storage are disposed of. Nearly all eggs are consumed by January. Poultry is largely used from March to July, at which time practically all stocks in storage are exhausted. All of the other products are likewise consumed within a comparatively short period. The only exception is cheese, which may be carried longer in order to cure it. However, as a safeguard to the public, the State law prohibits the carrying of perishable foodstuffs beyond a fixed length of time.

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Practically all of the products going into cold storage are of the highest quality. Eggs are a very good example of this. They are graded before going

into storage, the checked and dirty eggs removed, and all eggs that are not newly laid. The small and large eggs are separated, and most of the small ones are consumed at once and therefore do not usually go into storage. The large fine eggs come out in the fall of the year in prime condition and are absolutely wholesome and fine eating. If the consumer will only insist on good eggs from the dealer, there will be no complaint about poor storage eggs. Your dealer will sell you high grade eggs if you insist upon it. Remember, hens do not lay many eggs in the fall, and by insisting on it you can obtain fine spring eggs. It is the dealer's fault if eggs that have been unduly held at some country point are purchased and are no longer fine, wholesome and tasty. It is the dealer's fault if eggs are held too long in the store. Eggs must be moved rapidly by the dealer. Insist on good eggs. You can get them.

What is true of eggs is also true of other perishable food products. All of them should go to the consumer without delay when removed from cold storage, and not allowed to deteriorate in the hands of dealers. These products leave the storage in strictly high grade condition; the consumer should receive them in the same condition.

Contrary to the general impression, public cold storage warehousemen seldom store commodities to merchandise them but act purely as warehousemen for their customers, who may be a group

of farmers, country dealers, or city dealers, who need to have goods in the season in which these goods are not produced. At any time the farmer does not believe he is receiving enough for his butter, eggs, poultry or other goods of like nature, he can store them to await a favorable market, and can borrow, through the warehouse company or his bank, a very substantial part of the value of his product. In this way the producer can protect himself against an unduly low market.

#### Cold Storage Necessary

The public cold storages in the State of Minnesota are regulated under the State law. All of the rates of storage and other charges are under strict supervision of the State Department of Agriculture. All warehouses are strictly inspected for sanitation, and must at all times be kept absolutely clean.

The public cold storages are a vital necessity, both to the producer and the consumer. Everyone having direct knowledge of the cold storage business knows, of course, that the false ideas that have prevailed have no foundation.

The large majority of cold storage warehousemen will be more than glad at any time to conduct parties of visitors through their plants, and thus show what the cold storage industry is doing for the producer, the manufacturer and the jobber, and what they are doing for you in the warehousing and distribution of perishable food products.

# Every Van and Truck Has Its Own Stall and Entrance in This California Warehouse Garage





Two views of the garage of the Lyon Fireproof Warehouses, Oakland, Cal., showing, at left, the doors closed and, at right, how the building contains a separate stall for each truck

A T a cost of \$15,000 the Lyon Fireproof Warehouses, Oakland, Cal., have constructed a garage which has points worthy of study by storage executives. This building, illustrated in the accompanying photographs, is a combination of steel and concrete construction, extending 100 feet along the street and 50 feet deep. The garage contains ten stalls for as many vans or trucks.

"One stall," to quote H. B. Lyon, secretary, "is used at night as a garage, and in the daytime as a driveway into

our unloading court between the garage and our warehouse. Our location is about 200 feet from the point of a gore made by two of Oakland's thorough-fares, the warehouse facing on Broadway and the garage on Piedmont Avenue. The floor of the garage slopes slightly toward the street so that the cars roll out, thus eliminating the customary 'Armstrong' self-starter.

## Vans Independent

"We find it quite an advantage for

each van to be entirely independent of interference from the other vans when starting in the morning. And there is, of course, no waste driveway space. Also, in case of special congestion in our unloading court, the inner side of the garage is so arranged that a van can back through its own stall, which is 35 feet deep, and load under cover of the rear of the garage.

"The Reichel Fire Alarm System has been extended from our warehouse to include every part of the garage."

# The Moving Man's Point of View of "Moving Day" —That Day of Days

By William A. Cassell

Assistant General Manager, 20th Century Storage Warehouse Co., Philadelphia

HE piano was suspended between heaven and earth about four floors up. It was the third piano we had rigged that day and the eighth for that week. To us it was an old story, merely a passing incident of the day's work, but to the dear old lady who was moving it was a milestone in an ordinarily uneventful life. During the twenty minutes that elapsed from the time the piano swung clear of the ground until it was safe in position in her apartment, the owner was almost in a frenzy. She would appear, for an instant, at the fourth floor window, then come tearing down the stairs as fast as her years would let her, to the street, to plead with the men to be careful; and so, up and down at least five or six times, and then, when she was finally convinced that her piano was safe, gently sighed and fainted dead away.

This, while an unusual case, typifies in a measure the attitude of many people on moving day. It is natural for one, particularly a person of nervous temperament, to be a bit upset and anxious about his things, and we make

allowance for this feeling and do everything we possibly can to reassure customers; but it is at times most annoying for those who have been years in the business and who have conducted thousands of movings to be told how to do it by one who, at the most, has probably not moved over a half-dozen times in his life.

I have in mind a recent case where the gentleman moving stated he had selected us to do the work only after very careful consideration and only because he felt we were in every way competent; and yet, in spite of the fact that he had not moved before in more than thirty years, he insisted on giving orders and directions as to the actual handling of the furniture, until we were compelled to threaten to stop the work unless his interference ceased promptly.

It is our experience that many people have no idea at all of the requirements of moving day and make absolutely no preparation; and yet they cannot understand why their moving costs more than some friend's or neighbor's.

SEVERAL months ago we had an order to move a suburban family, and on arriving at the house we found there had been no preparation of any kind. From the appearance of the place one would have thought that moving was the last thing they had in mind and it was, of course, up to us to make the best of it. There was no one up when we arrived, so to speed things along we had to help dress the children so they could get breakfast and then be sent away for the day; assist with the preparation of breakfast, so we could disconnect the gas range; wash the dishes, so our packers could proceed with their work, and finally one of our men had to gather the weekly wash from the clothes line and pack it This, we feel, is service to the N'th degree, yet it takes time, and time must be charged for. In this particular case we were more than three hours over the estimated time in doing the work.

It is our practice to start our moving jobs at seven o'clock. This is necessary so that each truck may make two ordinary loads in a ten-hour day. In an effort to prevent any misunderstanding we write a letter confirming the booking of each order and state explicitly just what time the vans will arrive. In spite of this, in one of about every four jobs we find the people still in bed when we arrive and they usually complain about our early hours.

Not long ago we arrived at a house at our regular time and found that a gay party, celebrating the moving, had been held the night before and had continued

into the wee hours of the morning, all members having turned in at about five, in various stages of happiness. After some effort we got most of them up and for more than an hour, while they were dressing and taking their time about it, our eight men cooled their heels in the kitchen-a delay that we had not figured on. There was one chap whom we simply could not get out of bed. He had probably celebrated a bit more than the rest and was virtually in a stupor. We shook him, called him, did everything in reason, and then, as we had to have the bed to put in the van, four of our men lifted him, mattress and all, into another room,

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HAVE you been handed a doctor's bill because a baby caught cold when your van men left a front door open?

Have you moved lions? Have your truck helpers be

Have your truck helpers been bribed with liquor?

Have your drivers had to dress a customer's children, wash dishes, take in the weekly wash?

These are some of the experiences which Mr. Cassell relates in this article. He has made more than 10,000 estimates and has personally supervised the actual work of upwards of 3,000 movings. The average household goods storage executive will be interested in this account of the moving man's joys and tragedies.

where they let him down none too gently. This woke him up and after voicing his opinion of movers in general and of us in particular he proceeded with a continuation of the party, which lasted throughout the day.

There is also another type of moving job where the persons moving, for one reason or another, do not object to early hours. In fact, as they are anxious to get out without too much publicity, they will often offer a bonus to the mover to do the work either before or after regular hours of business. This sort of work, however, is not desired by the better class houses, as in many cases such jobs are the cause of much annoyance and trouble. A mover who makes a practice of this kind of work soon gets a reputation not much better than that of the people whom he specializes in moving.

We never, knowingly, accept an order of this kind, and, while we do occasionally get our trucks out before their regular scheduled time, it is always for the purpose of getting an early start on a long distance trip.

An example of how work of this kind may result is shown in a recent case handled by a moving company in another city. The company agreed for \$50 to move a load in the very early morning, long before regular business hours. During the course of the work a constable with several deputies swooped down on them and then things began to happen. In their zealous efforts to protect the interests of the man whom they were moving the employees of the mover staged more or less of a pitched battle

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with the constable's forces. The result to the trucking company in the end was an expenditure of more than \$200 in an effort to square things with the law, in addition to losing the original amount that was to be paid for the work.

#### "Dis Here's Lions!"

Our moving orders frequently call for work aside from household goods, and it is sometimes quite unusual. Not long ago a gentleman called at our office to arrange for the moving of the properties and paraphernalia of a carnival company. The load was in a freight car, not far away, and in due course we dispatched a truck with a crew of four husky colored men to do the job. Some time after the chauffeur, who was in charge of the truck, telephone the office and, while he was apparently quite excited, managed to make it clear that he was having trouble with his men and they refused to load the van. For a while the clerk who was talking could not make head or tail of what it was all about. Our chauffeur kept repeating, over and over, "They won't load the truck. They won't load the truck," and at last, when about to give up in despair, the clerk finally made him understand her question of "Why won't they load?" Then we got the truth. In an almost agonized voice he blurted out the reason for the "Dis here's a load of lions!-a load of lions!" One of our foremen was on the scene in a few minutes, and after a lot of coaxing and cajoling he managed to get them to help him load the two decrepit old lions that were part of the carnival company's attraction.

It is not often that we have any trouble with our men, as they are a bit above the average and are well paid and satisfied with things in general. Last year we did, however, have a bit of trouble on a job that was in a way ridiculous and yet threatened for a while to tie us up. We were moving the office effects of a company that was located in a building occupied in part by an undertaking establishment. On one of the floors from which we were moving was located the mortuary, a room where bodies were embalmed and prepared for burial and which contained several on the day in question.

### "Dead Men"

The moving was started in the afternoon and continued into the night. Everything went along nicely until about nine o'clock when, without any warning, the electric lights went out. During our enforced idleness, about ten minutes, until the lights were on again, the writer, as a joke and without realizing the effect of his words, happened to mention the bodies in the adjoining room-and then trouble started. The working force on that floor consisted of seven colored men, and by the time the lights were on again they were almost in a panic and in a moment went to the street. After an hour's delay we got started again, but only by switching our force and sending different men up into the building. The ridiculous part of the whole affair was they all stoutly insisted they were not

afraid. Oh, no! Not a bit! One chap, when directly taxed about his fear, denied absolutely that he was afraid. "No, sah," he said, "I'se not scared, but I jest naturally don't fool wif dead men, dat's

In common with many other concerns in this business, we employ only negroes on our vans. They are carefully selected with two most important points in view: their honesty, and their ability as furniture men. This last is a knack-a sort of sixth sense which many men can never acquire. It consists of the ability to carry a tremendous load of furniture on their backs, up or down three or four flights of stairs, without injury to the furniture or walls. The exceedingly large loads the men carry are a source of never-ending wonder to our customers and are often a source of profit to the men, who are never backward in showing off their ability if there is to be any extra money in it.

#### Hercules Wins \$5.00

I recall an instance where we were moving a load from the fourth floor of an apartment house to the third floor of a house across the street-a "carry job," as we call it, the hardest work in the business. One of the men was placing his carrying strap around a large bureau, preparatory to hoisting it on his back, when the customer explained that all the drawers were packed quite heavily with linen, and he felt it was an impossible task for one man. He said he would even back his judgment to the extent of five dollars that our man could not do it. There was no bet made. The mover merely picked the piece up as part of his day's work and carried it from the fourth floor to the ground, along about seventy yards in the court and street, and so up to the third floor-without even a pause to rest. The man being moved was a good sport and, after expressing his utter astonishment at the ease with which it was done, he gladly paid over the five dollars, which the negro considered very easy money.

Another incident occurred last winter when a lady whom we were moving called our office and stated that the superintendent (it happened to be myself) was overworking the men, and unless he was instructed to let down a bit, she would stop the work and cancel the order. There was, of course, nothing to it. All hands were merely going serenely along with their daily routine, and the men themselves considered the

affair a huge joke.

It might be interesting to know that size is not a factor in this work. Many of our best workers are comparatively small men. It is skill, not brute strength, that makes for this ability.

Another part of our work that often causes surprises and wonder is the skillful way in which our loaders pack their vans and the amount of furniture they can stow away. One of the large trucks, properly packed, can take the furniture of the average two-story house of our city. A lady remarked to one of the loaders recently, when complimenting him on the appearance of his load, that it must take knowledge to do it so well. and his reply was that "our men was hired for their knowledge" and that he was the "knowledginest one of the lot."

#### The Liquor Givers

Many people tip our men liberally for the careful handling of their belongings, and sometimes, in their efforts to show their appreciation, go just a bit too far, from the company's point of view. One of the greatest troubles on this score is the person who will prepare a meal for the men during or after the moving. We do not object to giving them a bit to eat, but when they sit down to a cooked meal, frequently with a delay of an hour or more, and when that delay is costing the company eight or ten dollars, we are obliged to object. We find, too, the customer is usually a little indignant over our objection to this kindness, but when our point of view is explained, she usually agrees that we are right and says she had not thought of it in that

There are other troubles in this connection, one of the greatest of which has diminished since prohibition, and which grows less frequent as time goes on. I have reference to the giving of liquor to the men during the moving.

Folks who give the men a drink or two do so with the best intentions and probably never give a thought as to the con-sequences. We make it a practice always to ask people to refrain from giving the crew strong drinks, if we see them offer to, or feel that they may do so, and when it is explained that we will not be responsible for the condition of the furniture if drink is given the men, they most always see our point and respect our wishes.

#### A Customer's Cellar

Our particular reason for this is best explained by an incident that happened long before prohibition, before whiskey had become so scarce and expensive as it is now. A truck was sent to one of the Pennsylvania main line towns to do a day's work, and unfortunately, through illness, we were unable to send a superintendent along with them. The gentleman moving, having quite an extensive wine cellar and wanting to be a good fellow with the men, started the day by presenting each of the four men with a quart of whiskey. The result was almost inevitable. Fortunately one of the crew was a teetotaler, and when, through his Herculean efforts, the job was finished, there was considerable damage, something quite unusual for our men to do. Within a few days we received a letter from the customer, itemizing the damage and presenting a bill for a great deal more than the moving had cost him-a claim, I might add, we did not feel justified under the circumstances in settling.

The excessive amount of imitation and spurious liquor being made since prohibition has had the effect of making our men a bit chary and careful in accepting drinks, especially so since Tom's experience. Tom is one of our best and steadiest men, and so we were surprised one noonday when, returning from his morning job, he announced he was sick and was going home. On questioning we found he had been given several drinks of what he said was "demented grape juice," and from his condition we were inclined to agree with him. An illness of several weeks followed, several days of which he was in really bad shape, and since that time fermented grape juice has no place in Tom's life.

#### Unprofitable Business

With the advent of prohibition the already numerous troubles of the moving men were greatly increased. The Volstead Act, as originally passed, required that both the person who was fortunate enough to own any liquors and who desired to move them and the drayman who was to do the work must apply for a permit. By a later ruling of the prohibition enforcement department, due to the great amount of illicit traffic in liquor from city to city, any moving company or drayman desiring to do this sort of work legally was required to file a bond in the amount of \$1,000 a truck. The result was immediately to eliminate practically all firms specializing in the moving of household goods, as they would not get enough of this business to warrant the expense and annoyance of filing this bond.

From that time on we incorporated in all our estimates a paragraph stating that, as we were not bonded draymen, we would not knowingly move liquors, and if there were concealed liquors we would accept no responsibility in the matter. The importance of all this to the trucker may be better understood when I tell you that the Government can. and in some cases has, confiscated the trucks of the movers, when receptacles in their load have been found to contain intoxicants. Even though the mover is innocent and has no knowledge of the liquor, the burden of proof is up to him and it is an expensive and troublesome proceeding.

## "Cut Glass"

Where we contract to pack a customer's effects it is very easy to watch and eliminate any chance of trouble by refusing to pack any liquors, but as more than half the people who move pack their own goods, and as every sort of subterfuge is used to get around the law and to fool us, we must be more than ordinarily careful.

I have in mind several recent instances of customers trying to have us, unknowingly, move their "valuables," and in these cases our attention is generally directed to the true state of affairs by the efforts of the person moving to assure us they have no liquors. Not so long since, we received an order to move a gentleman in one of the outlying sections of the city, and at the time of placing the order he asked several very pointed questions concerning our refusal to move intoxicants. After our viewpoint had been explained, he went on to say that he had no liquors and was asking only from curiosity. We determined, however, to keep track of things; so on the day of the moving our superintendent was instructed to watch very carefully and take such action as he deemed necessary, should he become suspicious. Sure enough, there were a number of boxes marked "Cut Glass" that unqestionably contained "wet goods," and on being taxed with it the owner tried to bluff our man by saying that it was O.K., to go ahead with it, and he had specially mentioned the matter of liquors to us. As the company will, of course, not put their vans in jeopardy by this sort of thing, he did not get away with it.

In another case a party, a personal friend of the writer at that, and to whom we had explained our reasons for being so very particular, tried to bribe the crew of our van into moving his liquor, offering them a bottle of whiskey each, if they would shut their eyes as to the character of the stuff being moved. Be it to their credit, they not only refused but immediately reported the circumstances to our office.

### In Life and Death

Not long ago we were called out late one afternoon to load a somewhat hurried long distance job. The goods were to go to Brooklyn, and the owner arrived in Philadelphia about 2 p.m. and wanted to pack up and vacate the house so he could get back to New York that night. His decision to move had been made so quickly that he had no opportunity to arrange for the disposal of the half-dozen or more large demijohns of liquor he had on hand. As he thoroughly understood we could not move them, he was for a while in a bit of a quandary. After turning the thing over in his mind for a while, without arriving at any satisfactory conclusion, he finally settled things very quickly. With a few sturdy blows of a hatchet he smashed the jugs while we all stood around and watched the liquor flow down the laundry drain.

In the ordinary routine of our work we come in contact with every emotion in life, from joy and happiness to sorrow and despair.

One of our specialties is the packing of wedding presents, and in connection with this work we see all the brightness and sunshine that go with the bride into her new life.

The other extreme is, of course, death, and here, too, we enter-the settling of estates, the breaking up of old homes after death and so on. One of the saddest things I have had to do with in the business came recently. A young mother had lost her child and expressed the desire permanently to leave the house death had entered. Arrangements were made, a new house secured and on the day of the burial our men arrived a few minutes after the funeral procession had left. The moving was finished and things very quickly set in order, and on the return from the cemetery the mother was brought to her new home to try to forget amid new scenes.

One of the most popular and, at times, unpopular men in our organization is our adjuster. It is the policy of our company, in common with the better class concerns, to make good without question any damage to furniture or house for which we have been responsible, according, of course, to the terms of our contract. We find that most people are very fair about this, and we have very little trouble making a satisfactory adjustment in the majority of the few cases that we have. There is, however, the person who is entirely unreasonable in his demands, and at times he gets to the point of being ridiculous.

#### Replacement vs. Sentiment

In making adjustments, for loss or damage, our adjuster must keep in mind the actual, or replacement, value and, while this is satisfactory to most persons, we occasionally have a customer who demands settlement on the basis of sentimental value.

A picture, for instance, that can be replaced without any trouble for two or three dollars, will ofttimes be held at from ten to twenty dollars for various reasons. Perhaps it has been a wedding present from Aunt Mary or Uncle John; or it may be one that has been in the family a great many years, handed down from grandfather or great-grandfather; or as one man put it, "It was a present from my wife's mother, and while I don't care a hang about it, I must put up a good battle with you for effect."

Another source of trouble in this respect is in cases where the customer has arranged to pack his fragile things, such as china, bric-a-brac, etc., himself and then, through indifference, neglects to protect articles which are extremely fragile. We move things of this sort under these conditions, only at the owner's risk. Yet in spite of all our premoving arrangements, in spite of all our explanation as to our requirements, if we should, by some mischange, break one of these articles, the customer feels we should without question reimburse him

#### Repairing Damage

An instance of this occurred on a recent trip to New York City. The householder arranged to pack and prepare all fragile articles for the moving and, as often happens, only half completed the job. Among other things remaining unpacked was an extremely delicate French clock. Our men explained the risk and agreed to do their best under the circumstances. On unloading in New York the clock, very luckily, was found to be in perfect condition, but on setting it up it developed in a few days that it needed regulating by a jeweler. In spite of the facts of the case the customer has sent us the jeweler's bill and feels that we should pay it.

It is in the repair of scratches, small breakage and things of that sort that many of the ridiculous things crop out. We carry as part of our permanent organization an expert cabinet maker, whom we send out in answer to complaints, with instructions to work as directed by the customer, trying always, of course, to stick to work that has been made necessary through our fault.

We frequently have our man do minor jobs that we feel morally sure are occasioned through no fault of ours; but sometimes we are obliged to balk.

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We have on record a case where we were requested to replace badly worn sash cords, because in the moving we were obliged to remove the window frames for a few minutes. Another case, which occurred during an extended period of bad weather, was where we were

expecting to plane down the drawers of bureaus, chiffoniers, etc., that were sticking, due to dampness. The queerest claim, we feel, that was ever made against us, however, was one for a doctor's bill—the lady claiming her baby had caught cold during the moving, due to the men keeping the front door open while they were carrying the furniture out.

One might think, from my various

statements, that it is the rule, rather than the exception, to have some sort of trouble in our jobs. This, though, is not the case. It is a real pleasure to move more than 50 per cent of the people. Probably another 30 or 35 per cent are more or less indifferent. They cause no trouble, neither do they help much. The balance are usually a bit fussy and cranky, with here and there one who is exceptionally so.

# "Home Made" Racks of New Orleans Company Protects Household Goods Against Damage in Storage

By R. A. Sullivan

HE phrase "To the racks" once had only the sinister meaning suggestive of torture and possible destruction. But the manners of the present age have brought about many changes, including our language uses, so that "racks"—especially in New Orleans—means only protection.

George E. Butler, secretary and manager of the O. K. Storage & Transfer Co., New Orleans, is responsible for the modern mild application, to the household goods storage industry, of a word that formerly had only the darkest of meanings. It came about through the experiments of the O. K. company in its efforts to discover a method to combat press marks on the highly polished surface of furniture.

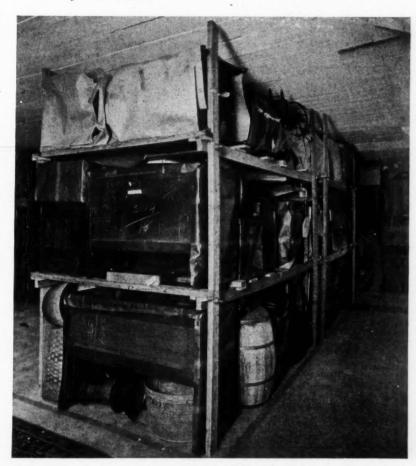
The problem is a serious one along the Gulf Coast or in any other part of the country in which extreme humidity is experienced. Such a condition makes for press marks where only a slight weight rests on the stored household

If the furniture is, therefore, stacked, much damage is certain to result and a storage firm faces the expense of refinishing furniture marred in that manner. The alternative, in the opinion of Mr. Butler, is to forego stacking—and he has worked out a "home made" invention in the form of the rack illustrated herewith.

Paraffin paper is used successfully in many cities and is said to be a satisfactory safeguard for furniture from blemishes caused by press marks. Yet the use of that paper has fallen far short of solving the problem not only in New Orleans but in other cities in which unusual humidity is a condition with which to contend.

After long experimentation with various methods and suggestions by experts, including the architect who designed the structure in which the O. K. company is domiciled, the O. K. officials hit upon the rack system.

It is a wooden arrangement which can be shifted, and is so constructed that additional racks may be placed as required. The uprights are equipped with 1-inch holes at intervals, so that the depth of the rack or shelves may be regulated to fit the individual needs of the pieces of furniture being stored.



Racks devised by O. K. Storage & Transfer Co., New Orleans, for protecting stored household goods against damage

Very little space is lost by using this "home made" system. The furniture is wrapped carefully in paraffin paper and placed along the ground floor first. The next rack, or second tier, is fitted into place, ready for the second layer of furniture. And so on, according to the height of the room.

While the cost of the rack system is an item to be considered, the results have justified the expense, Mr. Butler asserts. The O. K. company has had no complaints of press marks or other damages which were common before the racks were installed, he states, whereas in the past many pieces of valuable furniture were found in such condition that they had to be refinished.

The condition of humidity which prevails not only in New Orleans but in many other cities presents a problem which has long baffled storage executives and is, therefore, no reflection on the construction of a warehouse.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

# Massachusetts Court Places on Warehouseman Burden of Proof for Failure to Deliver

A MASSACHUSETTS Court decision, wherein it was held that the burden of proof for failure to deliver goods stored for hire was upon the warehouseman, is of interest generally to public warehouse executives throughout the country.

The case is that of Rudy v. Quincy Market Cold Storage

& Warehouse Co., Boston, and the Massachusetts Supreme Judicial Court ruled in favor of the plaintiff. John T. Hughes, attorney for the defendant company, addressed a recent meeting of the Massachusetts Warehousemen's Association and explained how he fought the case through the Courts on behalf of the Quincy Market firm.

## Text of Opinion

MR. HUGHES left with the association a copy of the Supreme Court's decision, which, written by Justice C. J. Rugg, reads as follows:

"This is an action to recover compensation for damages resulting from the alleged refusal or failure of the defendant to return certain merchandise stored for hire by the plaintiff with the defendant as warehouseman.

"Controversy as to the delivery of the goods by the plaintiff to the defendant has been settled in favor of the former by an answer of the jury to a special question. The case on the facts as thus settled is that the plaintiff delivered to the defendant three cases containing rolls of cloth, for which the defendant issued a non-negotiable warehouse receipt under the Warehouse Receipts Act. When later the cases were delivered to the agent of the plaintiff on demand and on compliance with all requirements of the receipt and the Warehouse Receipts Act, several pieces of cloth and a fraction of another were missing.

"At the close of the evidence the plaintiff requested instructions to the effect that the burden of proof was on the defendant to show (1) that the goods were lost or taken from it without its fault, (2) that it used reasonable diligence in caring for the goods, and (3) that there existed a lawful excuse for refusing or failing to deliver the goods. The jury were instructed that the burden of proof was on the plaintiff to show that the defendant was guilty of negligence in connection with the property and failed to use such care as a reasonably careful man would exercise of his own goods of like character. See G. L. c. 105, s. 27.

"The instructions given were in accordance with the common law as expounded in Willett v. Rich, 142 Mass. 356; Murray v. International Steamship

Co., 170 Mass. 166; Hecht v. Boston Wharf Co., 220 Mass. 397; Hanna v. Shaw, 244 Mass. 57.

"It is contended that the common law rule as to burden of proof has been changed by the Warehouse Receipts Act. The Act is to a considerable extent a statement in statutory form of the law governing warehouse receipts and the responsibilities and duties of warehousemen. It is provided in G. L. c. 105, s. 15:

"'A warehouseman, in the absence of a lawful excuse provided by this chapter, is bound to deliver the goods upon a demand. . . . [here follow conditions with which there must be compliance.] . . . If the warehouseman refuses or fails to deliver the goods in complance with a demand . . . the burden shall be upon the warehouseman to establish the existence of a lawful excuse for such refusal or failure.'

"It is provided in s. 66 that ss. 7 to 65 inclusive 'shall be so interpreted and construed as to accomplish its general purpose to make uniform the law of those States enacting like laws."

"The principle by which the Court is governed in interpreting a condition of a special branch of commercial law framed for general adoption in the same form in the several States of the Union

was stated in *Union Trust Co. v. Mc-Ginty*, 212 Mass. 205, 206, 207, with respect to the negotiable instruments Act. It is equally applicable to the Warehouse Receipts Act. The design of the Act was to remove the confusion or uncertainty arising from conflict of statutes or decisions among the several States and to make plain and general the controlling rules of law. Doubtless it does not cover the whole field of this branch of the law, but it is decisive as to all matters comprehended within its terms:

"'It ought to be interpreted in such a way as to give effect to the beneficent design of the Legislature in passing an Act for the promotion of harmony upon an important branch of the law. Simplicity and clearness are ends especially to be sought. The language of the Act is to be construed with reference to the subject to be attained. Its words are to be given their natural and common meaning, and the prevailing principles of statutory interpretation are to be employed. Care should be taken to adhere as closely to the obvious meaning of the Act, without resort to that which had heretofore been the law of this Commonwealth. unless necessary to dissolve obscurity or doubt, especially where there was a difference in the law in the different States.'

"Applying that principle to the interpretation of the decisive clause of s. 15, we are of the opinion that the effect of the statute is to shift the burden of proof upon this point to the defendant and thus to change the common law in that particular. That is the natural import of the language used. There was more or less diversity of view among the Courts of the several States as to the burden of proof before the enact-

# What Don't You Know?

M. R. KAISER answers legal questions on warehousing, transfer and automotive affairs. There is no charge for this ser-

vice.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

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ment of the Warehouse Receipts Act. Numerous cases showing that are collected in 27 R. C. L. 1002, 1003, s. 64 notes.

"This Court has maintained with care the familiar distinction between the burden of proof and the necessity of producing evidence to meet that already produced." Hill v. Smith, 260 U. S. 592,

affirming 232 Mass. 188. It is not easy to believe that the General Court intended to introduce into our law a 'blurring by careless speech' of that salutary distinction touching a narrow branch of law. Duggan v. Bay State Street Railway, 230 Mass. 370, 378, 382. It would be difficult to give a reasonable construction to the statute without attrib-

uting to it the force of placing the burden of proof for failure to deliver on the warehouseman.

"This contention is supported by Leckie v. Clemens, 135 Md. 264, and Caldwell v. Skinner, 100 Kan. 567. See, however, Wilson v. Christal, 187 App. Div. 660.

"Exceptions sustained."

(Ga.) Where the tender by a warehouseman of the identical articles stored, and for which he had issued receipts, was accepted by the assignee of the receipts under protest and notice of nonwaiver of rights, such acceptance did not extinguish any right or claim which the assignee might have against the warehouseman by failure to comply with the receipts, it not appearing whether the warehouseman agreed that such acceptance might be made without such waiver .- Citizens' & Southern Bank v. Union Warehouse & Compress Co., 122 S. E. 327. Key No. 25(1).

(Or.) In an action against a warehouseman for negligently permitting water to damage plaintiff's household goods, held, that the court properly sustained a demurrer to a paragraph of the answer which alleged that the damage was due to an act of God and to the negligence of the owners of the warehouse, in that they maintained a stand pipe in the building without a stopcock, and that they negligently violated an ordinence regulating waterworks .-Hubbard v. Olsen-Roe Transfer Co., 224 P. 636. Key No. 34(4).

(Cal. App.) As to contents of safe deposit vault, bank is bailee for hire, bound to use ordinary care in safeguarding property.— Webber v. Bank of Tracy, 225 P. 41. Key No. 45.

(Country bank's failure to install burglar alarm or employ night watchman, absence of telephone system, inadequate locks and eye bolts on back door of building, frosted windows, etc., obscuring view of vault door, etc., held insufficient basis for inference of negligence in guarding contents of safe deposit boxes in burglarized vault.—Id.)

(Bank's failure to install burglar alarm or employ night watchman, absence of telephone system, inadequate locks and eye bolts on back door, frosted windows, etc., obscuring view of vault door, etc., held not proximate cause of burglary of safe deposit vault.—Id.)

(Bank's negligence in caring for contents of safe deposit boxes in burglarized vault held not inferable from failure to keep them behind stronger door of vault, especially where bank was accustomed RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of Distribution & Warehousing to cover publisher's costs. Key number should be specified.

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to use boxes for its own money and bonds.—Id.)

(Country bank conforming to practice of all other such banks in State in towns of like population and character in maintaining safe deposit vaults in building as good or better than ordinary country bank building with usual interior arrangement, and protecting vault by doors similar to those of other such banks in similar sized communities, held not liable for loss of contents of safe deposit boxes by burglary, though it had neither night watchman nor burglar alarm, which no such bank in State had up to time of burglary.-Id.)

(Cal. App.) In action against bank for value of contents of safe deposit boxes in burglarized vault, burden was on plaintiff to prove defendant's failure to use ordinary care in safeguarding property.—
Webber v. Bank of Tracy, 225 P. 4.
Kev No. 47.

(Mo. App.) While a carrier as warehouseman is not an insurer of goods and can be held liable for loss of them only on proof by shipper of negligence, a presumption of negligence arises against the warehouseman from the mere showing of a loss or injury which must be explained away by the warehouseman.—Viviano v. Davis, 258 S. W. 69. Key No. 146.

(In an action against carrier as such or as warehouseman for loss of portion of shipment returned to plaintiff on consignee's refusal to accept, where plaintiff testified he delivered the goods to defendant in good condition and it was conceded the goods were in defendant's possession from that time until again delivered to plaintiff, but defendant did not attempt to show why all the goods were not returned or what became of the goods missing, plaintiff held to have sustained the burden of proof of negligence of defendant .- Id.)

(N. Y. App. Div.) The cartage contractor, conveying imported goods from the ship to appraisers' warehouse, whether regarded as carrier or bailee, is liable to shipper for goods lost while in its possession, unless an explanation is given by it which satisfies the jury that the loss was without its fault.—U. S. ex. rel. Matthews v. Massachusetts Bonding & Insurance Co., 202 N. Y. S. 867. Key No. 132.

(Mo. App.) In an action against carrier as such or as warehouseman for loss of portion of shipment returned to plaintiff on consignee's refusal to accept, where plaintiff testified he delivered the goods to defendant in good condition and it was conceded the goods were in defendant's possession from that time until again delivered to plaintiff, but defendant did not attempt to show why all the goods were not returned or what became of the goods missing, plaintiff held to have sustained the burden of proof of negligence of defendant .- Viviano v. Davis, 258 S. W. 69. Key No. 134.

(Iowa). Where, pursuant to notice by plaintiff that he desired to ship a trunk, and that he would prepay the charges, defendant took the trunk from plaintiff's office, and shipped it out on the same day, plaintiff, either at the time the trunk was taken or the next day, paying the charges and getting a receipt, which recited that the rate charged was based upon an agreed valuation to which the liability of defendant was limited, unless a greater value was de-clared, held that the question of the consideration for such limitation of liability was not presented, since, if plaintiff accepted the receipt when he requested transportation of his trunk, and if the receipt was delivered to and accepted by plaintiff subsequent to the acceptance of the trunk by the carrier, any contract implied from the mere acceptance of the trunk there would be a consideration expressly contemplated and provided for prepayment of charges, and the amount of the charges would depend on the terms of the shipment contract.-Wolfe v. American Ry. Express Co., 197 N. W. 24. Key No. 154.

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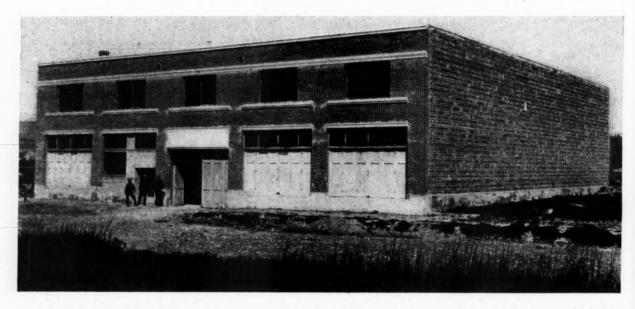
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# WHAT'S WHAT IN NEW BUILDINGS

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A. B. C. Warehouse & Transfer Co. Longview, Wash.



A NEW storage structure in a new city is the plant of the A. B. C. Warehouse & Transfer Co., Longview, Washington. It is one of between thirty and forty masonry buildings which have sprung up in the main district of a Pacific Northwest industrial community which began its growth only eighteen months ago.

When W. H. Newcom, manager of the A. B. C. warehouse, went to Longview from Miles City, Mont., the Washington town was still in the scaffolding stages. He selected a site adjoining the business district, yet close to the industrial plants which were to be erected. Original plans were for a one-story warehouse, but the prospects of rapid growth of the city dictated a larger building, and today the A. B. C. structure stands two stories high, with a foundation that will support two more stories as additional space is needed.

The warehouse is 100 by 115 feet and contains 10,000 square feet of floor space in each of the two stories. The sides of the building are of interlocking tile construction, with the front attractive in tapestry brick and concrete, and the rear of concrete with panels of interlocking tile. With the exception of the second floor, which is temporarily of wood, the structure is fireproof. The roof is composed of layers of asbestos and asphaltum.

The first floor, of reinforced concrete, is on the standard level for freight cars and trucks. Both floors are divided into five sections. On the lower floor four sections are equipped with accordion doors, so that virtually the entire building can be thrown open for receiving or delivering goods directly on the floor.

The center section has a wide loading pit which, accommodating the largest trucks, is designed for the loading of goods without lifting and without damaging furniture. This center section, instead of having accordion doors,

has two eight-light French doors opening into the permanent office. The office has a window opening onto the loading pit, permitting the manager to give drivers their clearance papers without leaving the office.

The rear of the building is equipped with three metal doors so spaced that three freight cars may be served at one time. Each door is wide enough to permit the entrance of an automobile. A spur track of the Longview, Portland & Northern Railway serves the warehouse.

The middle rear door opens onto a hydraulic elevator which is served by a 3-inch water main. The elevator is operated to the second floor and will serve the higher stories when constructed.

The water main serves also two interior fire hydrants. Each floor is equipped with fifty feet of hose. As the hydrants are situated in the middle of the building these lengths of hose insure protection.

On the first floor is the packing and shipping room, which has direct access to the rear loading platform.

The second floor, of durable wood construction, the upper layer being tongued and grooved, has a carrying capacity of 250 pounds to the square foot.

When the warehouse expands further the second floor will be divided into personal storage rooms, each capable of holding the furniture of a six or eight room house. Space may be rented or an entire section used as a private warehouse for business establishments, whose managers will be allowed to enter and leave as they please.

Further plans include installation of a rug-cleaning plant; safety boxes for silver, china, pictures and other valuables; compartments for furs; and deposit boxes for jewelry and important documents.

The building was designed by John R. Nevins, Seattle, and was built by Clearman & Co., Longview.

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# Why Keeping Truck Cost Records Repays the Warehouseman

By PHILIP L. SNIFFIN

Description of the information derived from motor truck cost records warrant the cost of keeping them? This is somewhat of an open question among warehousemen. Some believe truck cost systems are needless expenses, whereas others have proved to their own satisfaction that the record systems they have installed have paid their cost many times over by reducing the expense of operation.

The writer was recently asked this question by a concern operating a fleet of 12 motor trucks. A system had been installed two years ago and, although it seemed to be functioning properly in watching costs and checking wastes, the per mile cost of operation had actually increased something like 15 per cent.

In this case, the system installed was too elaborate. It attempted to cover every detail to the finest point, with

the result that it added more to the overhead cost than it saved on the operating cost. The burden it added to the bookkeeping department when rightly charged to truck expense, together with the time required of the drivers and the garage superintendent, made this cost keeping system a waste in itself and of more harm than good to the concern that used it.

As a matter of fact, if the right system is used, the financial outlay and time required to keep it are actually negligible. Such a system need not merely be a case of estimating costs. It can be an actual perpetual inventory record reduced to the simplest possible terms and by means of which the warehouse owner will know the exact status of his truck expense in sufficient detail to be of value from day to day.

THERE are ready-made systems on the market which have been carefully prepared by authorities on the subject and which may be purchased—cards, record sheets and all—for a very nominal sum per month. Some of these require very little time to maintain, yet they are of great value as a guide to knowing what the truck cost is, and how it may be reduced.

Obviously it is impossible to recommend any one such system in a general way in this article, but the writer will gladly advise any warehouse owner who is interested in this and who will write, in care of Distribution & Warehousing, giving the number of trucks in the fleet and any general points concerning their use that will help in visualizing the individual requirements.

The accompanying illustration shows the two forms which comprise one system of this kind distributed gratis by the Thomas A. Edison Industries. This system is adapted to any number of vehicles and equally as well to gas trucks, electrics or horses. It is unusually simple to operate and fairly complete in the amount of detail it covers. A complete explanation of the system and a supply of both forms may be obtained without charge by addressing the transportation department of the Edison Industries at Orange, N. J.

# YOUR BUSINESS AND THE MOTOR TRUCK

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THIS is the twenty-fourth of a series of articles by Mr. Sniffin in relation to motor truck operation and advocates the keeping of truck costs as a means of reducing operating expenses.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

### Standard Costs for Truck Sizes

O NE of the biggest advantages of a cost record system and one of the principal things it should reveal is the difference in cost between various sizes of trucks used in the owner's business. It is apparent that while a larger truck may cost more to operate, it will do a considerably greater volume of hauling and thus be the better investment.

Recently the Motor Truck Association of America was asked to submit estimates of operation costs of all sizes of trucks which could be used as a standard for estimating costs over a wide area. Following are its figures:

Size		Cost per day
Tons	Cost per Mile	of 40 hours
114	35c.	\$14.00
2	40c.	16.00
3	50c.	20.00
3 1/2	50c.	20.00
	60c.	24.00
	65c.	26.00
	750	20.00

While the foregoing figures may be considered only as a general average to point out relative differences, they are interesting as a means of comparing the cost of one size with those of another as found in any specific business.

### Divisions of Expense

C OST records will show also how the total truck cost is divided among the different items of expense. In order to determine the general run of percentages to show how truck cost is split up, the Motor Truck Association some time ago undertook to average the cost records of several hundred concerns operating all types and sizes of trucks in all parts of the country. The following is the tabulation which resulted and the figures have recently been brought up to date based on prevailing costs in New York.

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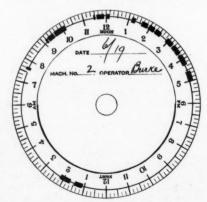
			к ор	ERA	O			ributed gra	D FOR	Month of DRIVI	ION INDUSTRIES, Orange, N. J. S. B. 1992-1004-12L S. B. 1992-1004-12L Capacity.	Truck		RUCK	Truck    OPER		COST		RLY O	FFICE	RECOI	Year of	192				
	pany	-	-	-			take or .	Route			Capacity	Driver						Route									
											THE RESERVE				-	-		-		-							
Date	Odometer	Odometer	Miles	Trips Per Day	Gal.	Oil Qts.	Wt. of Load Out	Wt. of Load Picked-up	No. of Deliveries, Packages, Etc.	Hours in Service	TROUBLE, REPAIRS, ACCIDENTS, ETC.	200000000000000000000000000000000000000		-		p	OPERAT	ING DAT	(	-	4 111	ERAGES	-				
	Start	ranus		Day	Gas Gal. K.W.H. Elec.	der	Out	Picked-up	Etc.	Service	ACCIDENTS, ETC.	Month	Days Operated	tays Miles Cal. Gas Quarts Total Trips Nade		Total Load Catried	Total Deliveries and Pick Ups	Miles per day	Trips per day	Load per trip	Deliverie etc. per day						
1							-	-				IAN.								-	-	-	-				
2							_					FFB.		-							1	1					
3						-	_					MAR.			,												
4								-				APRIL.										1					
5								-	-			MAY															
6												JUNE															
7												JULY										-					
8												AUG.	-							-		-					
9												SEPT.								-		-					
10												OCT.	-								-	-					
11												DEC.	-								-	-					
12												TOTAL.			-			-			-						
13												TOTAL .			-		anne manne		-		-		-				
14			-									-			,	-	COST			parent some							
15												Month	Cost of Gas K W H	Cost of Oil and Grease	Cost of Repairs	Cost of Supplies and Parts	Cost of Tires	Cost of Garage Labor	Rent or Taxes, Depreciation, Int. on Garage	Miscel- lancous Expense	Adminis- tration	Driver's and Helper's Wages					
16												-	or Feed			-		-	Garage	-	-	-					
17												JAN.	-			-	-					-					
18												MAR.			-	1											
19												APRIL.		-				-									
20												MAY															
21												JUNE		-		1	-										
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24			-	-			-					SEPT.															
25							-					OCT.															
26		-	-	-						-		NOV.				-		-			-						
27		-	-	-					-			DEC	-			-	-		-			-					
28		-	-	-	-		-	-				TOTAL.					-	-					-				
		-	-	-			-	-	-				Depreci	ation _			- 0		Total			Without Drivers	With Drivers				
29			-	-	-	-	-	-	-	-		. Fixed	1		tment					Truck per	verr						
30						- 1			-			Yearly	1	on mives							-						
31					-							Costs	License							Truck per							
		Totals					-						Insurance	e					Cost of	Unit delive	ered	-					

Forms which comprise the cost keeping system—applicable alike to gas trucks, electric vans and horse-drawn teams—worked out by the Thomas A. Edison Industries, Orange, N. J., which supplies copies without charge

GROUP A		
Dolla	rs per da	y
	40 miles	
Driver Tires based on present cost	\$5.83	23
of tire guaranteed basis.	3.00	12
Oil, kerosene, grease, graphite, etc	.50	2
Gasoline, 3½ miles to the gal., 11.4 gal. at 25c	3.08	12
GROUP B Depreciation, 20 per cent on		
\$6,000 investment Insurance, average \$600 per	4.00	16
year	2.00	8
etc., \$300 per year per car	1.00	4
pairs, supplies, tire chains, tools, lamps, springs, spark plugs, equipment, etc.	100	4
Overhaul: Complete over- haul pro rated \$600	100	
vearly	2.00	8
yearly License (N. Y.) Body upkeep, repairs,	.30	8
painting, etc	.30	1
GROUP C Supervision: Office expenses, stationery, printing, rent, advertising, office help, telephone, postage, outside men,		
foremen, etc	2.30	9
Total\$	25.31	100

The foregoing figures are considered by most authorities to be high for most sections of the country, inasmuch as the per mile cost according to the Motor Truck Association's reckoning comes to 63 cents. Yet the computation was thorough and as nearly accurate as it is possible to make it. In referring to the figures it is important to remember that the average has included both light and heavy trucks ranging from 1 ton to 7½ ton, so that the total is considerably influenced by the greater cost of operating the larger models. The percentages, nevertheless, which are the important features, remain true as a guide for comparison with any concern's own truck cost table.

In the Motor Truck Association figures no allowance is made for the item of "interest on investment." Although this is a proper charge, it was omitted because the Government does not allow this item as a charge against profits in



One type of mechanical recorder provides records like this. One chart every day shows, by the heavy marks on the edge, the performance of the truck throughout the day

tax returns. A similar table which does contain this charge is one compiled by the Firestone "Ship by Truck" Bureau, and in this the percentages are given as follows:

Item.																F	er Cent
Driver																	19
Gasoline																	14
Deprecia	t	ic	1(	1													20
Repairs						÷											19
Tires													*				9
Garage .																	2 5
Insurance	e																5
Oil																	2
Licenses		t	a	X	e	S	6	et	c								1
Supervis	ic	1	1														6
Interest																	3
																-	100

### Conditions Govern Truck Cost

H AULING within the city and on short runs will vary considerably from long routes covering a hundred miles or more at a stretch. Some interesting figures were given recently as the result of an investigation conducted by the Baltimore Van Owners' Association to ascertain comparisons in costs of trucking furniture in the city, short distances out into the country, and on long trips.

With a 2-ton truck the association found that it cost in city haulage 71 cents per mile; with a 3½-ton truck, 92 cents per mile. For a 1-day, 25-mile trip the cost on a 2-tonner was 78½ cents per mile; and for a 3½-tonner, \$1.05 per mile. For a 40-mile day these costs were reduced to 58 cents per mile with the 2-tonner, and 84 cents per mile with the larger size. On a 3-day, 200-mile run these were reduced still more to 54

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cents and 76 cents respectively.

Other factors which greatly affect the relation of cost to income is the length of waiting time, either loading or unloading, and traffic conditions.

There are, of course, many minor variations of these conditions which require study in individual cases before a fair standard of cost of operation for each size truck can be established for any particular installation.

### How Performance Records Help

THE warehouse owner who keeps a constant check on his truck operation will find that this helps reduce costs in more ways than one. With itemized records before him from day to day the owner will find that many leaks will be discovered and ways for improvement suggested that would occur to him in no other way. As an example of this, let us see briefly how a daily check would work to help reduce fuel cost.

A truck in good condition will operate under normal loads and over average roads, at, say, ten miles to the gallon of gas. This will be shown on the daily record. But a constant inspection of this record will disclose that gradually or perhaps suddenly only five or six miles are being obtained for each gallon of gas. The record proves a barometer that gives warning that something is wrong and that an inspection is required at once.

Sometimes dragging brakes may be responsible; again it may be that carburetor requires readjustment. Whatever the fault is, attention is called to it, the trouble located and rectified, and the gasoline consumption reduced materially.

If this daily check is not made and watched the trouble goes unnoticed until some time later, when the unusually large operating costs are questioned or there is a general overhauling of the truck.

In practically all cases where too much gasoline is being used there is a corresponding wastage of oil. When the mixture is too rich the oil is being diluted and its lubricating value lost. Where brakes drag, more power than should be required is used with the extra consumption of oil.

Keeping gasoline mileage records, and watching them, will save a truck owner a substantial amount during the year, and also will be of value to him in getting a true picture of what his trucks are costing him to operate. It is particularly valuable to owners of fleets of trucks, as it shows what make of trucks are the most economical over a period

### Recorders Help Check Operation

VIRTUALLY every truck operator is familiar with the mechanical recording devices made in various types which are placed on the truck and which record the exact operations of the truck from the time it leaves in the morning until it is put in the garage at night.

Unquestionably this device has much to offer the concern that is anxious to keep active account of its truck operation. The way in which the device is used can be best explained by an illustration:

One company, operating 20 trucks, has adopted such an instrument as standard for its whole fleet. The type used by this concern has a recording tape which winds round a clockwork drum, and upon this moves a pencil actuated by mechanism driven from the front wheel of the vehicle. Horizontal and diagonal lines by the pencil on the tape show the exact time the day's work started, the loading time, the trip time, trip mileage, all stops—their duration and when they were made—the lunch

## TACK THIS IN YOUR GARAGE

Lies slumbering here one William Lake; he heard the bell, but had no brake.

At fifty miles drove Ollie Pidd; he thought he would not skid, but did.

At ninety miles drove Eddie Shawn; the motor stopped but "Ed" kept on.

Here he sleeps, one Johnnie Fonker; he rounded a turn without a honker.

Down in the creek sleeps Jerry Bass; the bridge was narrow, he tried to pass.

Beneath this stone sleeps William Raines; ice on the hill, he had no chains.

Here lies the body of William Jay, who died maintaining his right of way.

Here rest the remains of Percival Saap; he drove his machine with a girl in his lap.

-Exchange.

period, average speed of trip, average speed per day, specific speed at any time, time speed was made, all traffic stops, time of day that the vehicle finished work, time and overtime of driver engaged in driving, and whether vehicle was used at any other time after finishing the day's work.

Thus the executive can see at a glance exactly what each driver has done. He can see just how long it took the driver to make the trip, how often he stopped and what the duration of each stop was. By combining the record tape with the driver's sheets, he can ascertain just what credit is due each driver. He, therefore, knows as much about the work of the driver as if he were on the vehicle himself throughout the day.

As a result of this permanent record there can never be any dispute over the amount of work done or the time consumed by the driver, and should the driver seek an increase in salary his records show whether he is worthy of it.

In the case of the store in question,

neither the drivers nor the executives would care to remove the recorders from the vehicles. The men at all times know that they can show and prove what they do, and they come to take a pride in the fact that there exists an undeniable record of their work, and as a result take special care to see that this record measures up to their standard.

Such opposition as there is to the use of such instruments is undoubtedly based upon theoretical supposition. It is said that the drivers particularly object to their installation, especially the older hands, who are prone to look upon them as a sort of mechanical detective set to watch them because they cannot be trusted, that they are suspected of wasting time or using the vehicles for purposes other than the business of the owners.

In like manner some executives have been known to object to them on the ground that they are not necessary as the drivers are conscientious and in any case a close enough check can be kept on them because the territory to be covered and the approximate mileage are known.

There is no doubt that the value of a constant check on the performance of transport vehicles is coming to be more and more appreciated as time goes on. When any attempt is made to attain even ordinary efficiency of operation it is a great help if the owner knows what goes on after the vehicle turns the corner of the street. The only way of keeping track of the performance of the machines, apart from riding on them all the time, is to install a mechanical recording device.

#### Free Zone Warehouse Considered

Proposals for a free zone warehouse at the Tidewater Terminal, foot of Oregon Avenue, Philadelphia, have been suggested by the Philadelphia Chamber of Commerce. This suggestion follows the granting of a permit to the South End Warehouse Company, San Francisco, as announced in the September issue of Distribution & Warehousing.

#### Milwaukee Company Sold

Eugene Wuesthoff and C. J. Dixon, respectively president and secretary of the Wisconsin Storage Co., Milwaukee, have sold their interest in that company to Egon Schilling and Albert Borchardt, former employees. Mr. Wuesthoff has moved to California. Mr. Dixon will devote his attention to his real estate interests.

### New Texas Company

The Merchants Produce Co. of Amarillo, Tex., has opened a merchandise and household goods warehouse in that city and is engaging in transferring, forwarding, shipping, distributing and packing. Under a reorganization the company is headed by J. K. Kennerly as president, with J. C. Vance as secretary.

# New U.S. Tractive Pull Record Claimed by Blue Line Storage Co. for Its Pair of Horses Weighing 3,405 Pounds

H ORSES owned by public warehouse companies in Des Moines carried off first, second, third and fifth prizes in the pulling contest for pairs weighing more than 3000 pounds at the Iowa State Fair, held late in August.

Premier honors went to the Blue Line Storage Co., whose pair, Pat and Barney—weight 3405 pounds, driven by M. A. Miles—exerted a tractive pull of 3000 pounds for the full distance of 27½ ft. This is said to be a new United States record.

The Merchants' Transfer & Storage Co. won the second prize, its pair, King and Jim, weighing 3500 pounds, with John Gilbert driving.

Third prize was won by the Des Moines Ice and Fuel Co., whose pair, Sam and Morgan, weighing 3365 pounds, was driven by Henry Dyer. This pair was subsequently purchased by the Blue Line company.

The entry of the White Line Transfer & Storage Co. won fifth honors.

After the regular class tests had been completed the Blue Line company sent its pair, Pat and Barney, against the world's tractive pull record, 3100 pounds, held in Canada. The horses were game and started the load but were unable to maintain the pull for a distance greater than 12 feet 6 inches.

Warehouse and transfermen who own horses will be interested in the following information given to Distribution & Warehousing by L. E. Stone, secretary and general manager of the Blue Line

"The value of these pulling contests lies first in focusing the attention of horse raisers and horse users on the great reserve power which horses possess. The force exerted by the Blue Line team was sufficient to start a load of 38,960 pounds on granite block pavement, but with this important difference: in starting such a load on a wagon the force would be exerted for less than a second; in our test it was maintained continuously for 9 seconds while they were covering the required distance of 27½ feet.

"The second point developed by these tests is that no pair of horses can exert a tractive pull in excess of their own weight. No pair yet tested has been able to exert a tractive pull of nine-tenths of their own weight for the required distance, although the black mares entered by the Des Moines Ice & Fuel Co. were able to exceed this in a pull of 10 feet 7 inches.

"The emphasis placed on weight is therefore entirely correct, for a light pair cannot possibly pull as much as a heavy weight pair, all other factors being equal.

"Lest tractive pull be misunderstood, this story may be pertinent: an Iowa farmer, when told that the champion



Pat and Berney, Blue Line horses, claimants of U.S. tractive pull record

pair had exerted a tractive pull of 3000 pounds, said, 'Shucks! I have a team at home that has pulled 8000 pounds.' He did not understand that tractive pull is the pull required to lift 3000 pounds out of a hole in the ground—in other words, a direct perpendicular lift of that weight. This requires such amount of force as would be sufficient to start a load of 116,880 pounds on steel rails, 38,960 pounds on granite block pavement or 12,980 pounds on a dirt road.

"The load-moving force a pair of horses can exert is determined by the tractive pull it can exert; the tractive pull is limited absolutely by the pair's weight. Fact determined by these cold-blooded scientific tests takes the place of opinion, and those who claim that they have 1200-pound or 1400-pound horses which can pull larger loads than 1800-pound horses are making themselves ridiculous. A well trained small pair may outpull a poorly trained heavier pair, but where training and disposition to pull are equal the heavier pair will inevitably pull the larger load.

"The third point being developed has to do with type. Not enough horses have been tested to draw final conclusions, but preliminary indications point to the superiority of the very deep bodied, thick made, powerfully muscled horses.

"For the benefit of warehouse executives who use horses and would like to know how their animals compare with the winning pair, the following measurements are given:

"Pat—off horse; blue roan, 9 years old, height 16 hands 2½ inches, weight 1695, heart girth 85, loin girth 90½, front cannon 9½, hind cannon 11½ inches. Barney—near horse; red roan, 8 years old, height 16 hands ¾ inch, weight 1710, heart girth 87¼, loin girth 89½, front cannon 9¾, rear cannon 11¼ inches. Breeding unknown but apparently carried both Belgian and Percheron blood.

"Horses such as these will bring \$200

or more right now on the farm. Every 5000 such horses sold bring a million dollars to Iowa farmers; if even one-fourth of Iowa's farmers were to sell each one pair of such horses, at the close of each work season the horses would bring in more than \$20,000,000 in cask.

"We want the biggest and best draft horses we can obtain, as it costs no more to shoe, harness, shelter and drive a pair that weighs 3500 pounds or more, and that is capable of handling loads weighing 12 tons or more, than it does to do the same for horses that can pull only half as much. The only difference is in the feed consumed, and this difference is so slight as to be of no consequence as compared with the greater earning power, daily, of the A-1 draft horse.

"These maximum pulling tests were one link in a chain of experimental projects being carried on by the Iowa Experiment Station and the Horse Association of America. The tests will speed up the production of good horses and reduce the number of poor ones—and the poor ones are damned by buyer and user and are a loss to farmers who raise them."

Judges during the Iowa contest were Prof. J. B. Davidson and Prof. A. B. Caine of Iowa State College, and Wayne Dinsmore, Chicago, secretary of the Horse Association of America. E. V. Collins, agricultural engineer from Ames, was official engineer.

### Smaller Liquor Storage

Considerably less liquor is now being stored under Government supervision, and fewer than forty warehouses are being used in the entire country, according to Ray A. Haynes, National Prohibition Director, who states that rapid progress has been made in reducing the volume. The year before prohibition went into effect there were 130,000,000 gal. of American-manufactured liquor in storage and this had been reduced to 1,700,800 gal. by the close of 1923.

### Death of John Benz

John Benz, head of the Benz Transfer & Storage Co., Minneapolis, and long a member of the Minnesota Warehousemen's Association, died of heart failure on Sept. 5 while asleep at his home at 3607 Fourth Avenue, South. He had been ill about three weeks and apparently was recovering. A wife and a daughter survive.

### **Boston Company Expands**

The Boston Storage Warehouse Co., Boston, has let a contract for the construction of an addition to one of its plants. ousing

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# WITH THE ASSOCIATIONS

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Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

# Truck Users' Division Is Being Organized by the American Automobile Association

W AREHOUSE companies which own motor trucks will have opportunity soon to join a national association devoted to the interests of all owners of commercial vehicles. The American Automobile Association is to set up a truck users' division and the plan has the support of the National Automobile Chamber of Commerce. It is expected that the new division will be firmly and permanently entrenched in its field within a year or eighteen months as the result of an intensive campaign for membership.

When the new division is fully organized the new A. A. A. will include representation of all types of motor car users. It will then be possible to thrash out within one association problems such as policies on legislation, with the result that it will be possible to present a united front at legislative hearings.

Announcement has not yet been made of just what form the new division will take. It is regarded as almost certain, however, that provision will be made for taking into membership intact the various State truck and bus associations. Campaigns to increase the effectiveness of these State organizations, backed by the A. A. A. both through its national officials and its State and local clubs, will follow.

Manufacturers of trucks and buses as members of the N. A. C. C. are planning to throw their full support to the

new division, both through their home offices and their factory branches and dealers. A committee is being created by the N. A. C. C. to cooperate with the A. A. A. in this effort.

The A. A. A. staff at Washington is being enlarged to handle the new division. Besides efforts to obtain, as members, existing State and local bus and truck organizations, efforts will be made to recruit membership for these groups and, in the case of truck associations, largely among the big fleet operators. Assurances have already been received, as a result of a preliminary investigation, that big fleet owners will welcome the opportunity to obtain the type of service that will be available.

One of the paramount services to truck and bus owners which will be given will come through the creation of a research department at A. A. A. headquarters at Washington, which will collect and distribute facts about the economics of highway transport which have not hitherto been generally available. Emphasis will be laid also upon the importance of both keeping and understanding cost records.

In legislative activities the new division will function in coordination with the Motor Vehicle Conference Committee, which hitherto has not had representation from bus and truck owners.

### American Warehousemen's Association

### New Members

CHARLES L. CRISS, Pittsburgh, secretary of the American Warehousemen's Association, announces the election of the following companies to membership:

Artesian Ice & Cold Storage Co., St. Joseph, Mo. Affiliation is with the cold storage division. William L. Goetz is president, A. N. Jones is secretary and M. J. Garvey is treasurer.

Eyres Transfer & Warehouse Co., Seattle, Wash. With the merchandise and household goods divisions. W. Eyres is president.

Home Ice & Cold Storage Co., Austin, Tex. Affiliation is with the cold storage division. A. M. Fitzpatrick is manager.

Marionville Cold Storage Co., Marionville, Mo. With the cold storage division. B. R. Coleman is president.

Norfolk Warehouse Corporation, Norfolk, Va. With the merchandise division. L. F. Bruce is president.

Northern Cold Storage Co., Green Bay, Wis. With the cold storage division. E. A. Donnelly is president and E. R. Fischer is manager.

Pasadena Ice Co., Pasadena, Cal. With the cold storage division. J. Hazard Halsted is president.

Rockford Storage Warehouses, Rockford, Ill. With the merchandise and household goods divisions. John V. Petritz is president and John G. Petritz is secretary.

Union Ice & Storage Co., Stockton, Cal. With the cold storage division. M. H. Robbins is presndent, C. K. Melrose is vice-president and manager and H. A. Coggins is secretary.

### Texas Warehouse and Transfermen's Assoc.

### Yearly Convention

TAXATION, insurance and legislative activities, together with the cooperation extended to the Texas craft by the State's Department of Markets and Warehouses, were the chief subjects of discussion at the sixth annual meeting of the Texas Warehouse and Transfermen's Association, held at the Texas Hotel in Fort Worth on Sept. 5 and 6. Realizing that many battles lie before the association when the Lone Star legislative solons assemble at Austin, the State capital, early in January, that city was selected for the winter convention. The date will be coincident with the opening of the Legislature.

Central Texas captured the presidency, as C. C. Williams, secretary and manager of the Scobey Fireproof Storage Co., San Antonio, was named to steer the association during the coming year. Other officers elected are:

First vice-president, Benjamin S. Hurwitz, president Westheimer Warehouse Co., Houston.

Second vice-president, E. D. Balcom, president Dallas Transfer Co., Dallas.

Secretary-treasurer, Edward T. Keough, general manager A B C Storage & Moving Co., Houston.

The Fort Worth gathering had an attendance that was record-breaking in the Texas association's history. An important decision was that providing for larger funds. This will be accomplished by abolishing the system of collecting \$10 a year from each member. A special committee will base dues either on capacity or capitalization, or both, or upon the size of the cities.

Welcome to Fort Worth was extended on the opening morning by Ireland Hampton, manager of the local Chamber of Commerce. Response was made by John H. Lewis of Houston. Then the convention got into full swing, with G. K. Weatherred, the retiring president, wielding the gavel.

Much of the first morning session was given over to an address by T. R. Baughman, of Austin, State Warehouse Commissioner, who pointed out the opportunities for the development of the warehouse and storage business in Texas.

The afternoon session was devoted largely to the activities of the legislative committee—William I. Ford, Dallas, chairman. Mr. Ford reported progress on the legislative work in hand and placed before the convention a request as to what action should be taken by the committee with reference to amending the State's warehouse law along the lines of an amendment presented to the Legislature two years ago, the amendment failing of enactment—although it has unanimously passed the House—because of insufficient time.

The amendment would put Texas warehousemen in the same status as are warehousemen of Minnesota, in that it would require the taking out of a bond according to the size of the business operated, variously from \$5,000 to \$50,000, and would require the filing of a rate sheet, by warehousemen, at Austin, with penalties provided for violation of filed tariffs.

It was the unanimous vote of the convention that the legislative committee be given full power to rewrite the bill and have it ready for presentation when the Legislature convenes, and to take necessary steps to have the measure enacted into law.

It is believed that there will be no opposition to the bill, in that it is protection both for the warehousemen and the public in the handling of business through storage plants in Texas.

Some reduction in insurance rates have been accomplished through the fact that the Texas warehousemen have pooled their insurance through the Texas Em-



A watermelon feast in Texas. Members and guests of the Dallas Warehouse & Transfermen's Association being entertained on the lawn of the National Warehouse and Forwarding Co., Dallas, after the holding of a business meeting, on Aug. 22. Weekly divisional luncheon gatherings and monthly get-together meetings are held by the Dallas association, headed by J. C. McFarland as president with W. H. Fry as secretary.

ployers' Insurance Association and its subsidiary, the Employers' Casualty Co. Association substantial reductions will be gained when more members sign up for the pool and a purely Texas experience is obtained, it was pointed out. In connection with this situation A. C.

USE GOOD BRAKES AND SAVE FLOWERS

THE following resolution has been adopted by the board of directors of the National Team & Motor Truck Owners' Association:

"Resolved, that the members of this association WILL NOT allow any vehicle or vehicles owned and operated by such a member to appear on our streets and highways when such a vehicle is not in SAFE OPERATIVE CONDITION, and,

"Be it further resolved, that—
"SAY IT WITH GOOD
BRAKES AND SAVE THE
FLOWERS' will become our Association Safety Slogan, and,

"Be it further resolved, that our secretary be instructed to supply each member with sufficient windshield stickers quoting our slogan and signed—'The National Team & Motor Truck Owners' Association.'" pensation, trucks and automobiles, teams, and general liability, to be \$67,000. In order to establish for yourselves a pure experience it is necessary to develop a minimum annual premium of \$36,000. When this figure is reached a separate group automatically will be formed."

Advantages of the pool plan were outlined by Mr. Prendergast, who appealed to the twenty-nine members not in the pool to join. He promised that as soon as the group was formed the engineering department of his companies would endeavor to work out a definite plan to reduce the number and severity of accidents, and that the experience of the group would be improved and a corresponding saving in cost effected.

Regarding assessment of dues it developed that warehousemen in Louisiana, Arkansas and Oklahoma were willing to share the financial burden of the Texas association. Several warehousemen from other States were present and so informed the convention. It was voted, however, to assess dues upon the Texas warehouse companies only.

A resolution was adopted requesting the Legislature to enact a statute compelling all warehousemen to file schedules of their rates with the State Commission at Austin, similar to the Minnesota system.

Some time ago the Texas Legislature passed a law requiring tax collectors or assessors to secure itemized lists of goods stored in Texas warehouses, for purposes of taxation. It was apparently up to the warehousemen to make out these lists for the assessors. It was reported at the Fort Worth meeting that the Texas association had obtained a legal opinion that such a course was unconstitutional. The warehousemen take the position that they are not acting as agents for the customers who store goods and that it is up to the State, or the customers storing the goods, to furnish

Prendergast, a Dallas insurance broker in whose hands the association has placed the risks, made the following comment:

"Total premiums received from all lines amounted to \$12,619.50; total losses, \$8,564.50; establishing a loss ratio of 67 per cent. Estimated annual premiums on business now in force is \$17,837.09. With a membership of fifty, I estimate the potential premium, covering com-

itemized lists for taxation purposes. At the morning session on the 6th, S. M. Ramsey, of the Department of Markets and Warehouses, explained that his department was anxious to cooperate with the Texas warehousemen in establishing a comprehensive form of semiannual reports submitted to the Department. The form as approved by the association's legislative committee was approved by the convention as a whole.

With the data that the Department has at Austin the Department frequently acts as a good reference where information is sought regarding Texas warehouses. When customers borrow money on negotiable warehouse receipts banks make inquiry at Austin and are given information by the Department. Ramsey explained, however, that no information was ever given out that might be considered damaging to a firm or an individual. The retiring president, Mr. Weatherred, said:

"It is appreciated that the State has submitted this form to us before adopting it. They did not have to do this and the action shows their complete cooperation."

Following reading of the report by Mr. Prendergast, the association's insurance broker, there was discussion on the threatened rise in rates for compensation to injured employees-from \$20 to \$25 a week. Mr. Todd, of the Texas Employers' Insurance Co., said that someone was certain to introduce such a bill. He added that it stood little chance of enactment, however, inasmuch as there could be no compensation if the amount of compensation was increased to a point where the premium was prohibitive.

"It would in effect be killing the goose that lays the golden egg," Mr. Todd stated. "If the employers themselves attend the legislative session with facts and figures on compensation it can readily be shown that the legislators would be working more harm than good by such a measure. Compensation rates in Texas, incidentally, are higher than in any other State in the Union except New York."

Mr. Balcom at this point made an extended talk on the insurance situation, declaring that the Texans could add other lines to their present pool-including insurance on goods in transit, at 15 cents a \$100; liability on contents or van coverage, at 40 to 60 cents a \$100; legal liability in the warehouse; public liability coverage, and four or five other propositions, including protection from forgery. Mr. Balcom pleaded for more efficient cooperation with the association's broker.

A check-up at this juncture showed that only four men in the convention hall were not members of the pool.

Mr. Hurwitz said that in some instances it was hard to change present conditions, but that he saw a saving of 50 cents on every dollar if the maximum premium was obtained.

At this point a member arose and said he was opposed to the previous action requesting a law requiring warehouse-men to file rates. "There's enough regu-lation as it is," he said, "and I don't

want to put my business further under control of the State."

"Would you, then," Mr. Balcom asked. "prefer some outsider to regulate your business? That is what it would amount to. At the last legislative session there were twelve bills affecting the warehouse business."

L. C. Abbott, Fort Worth, addressing himself to the opposing member, said: "I do not agree with you. We would have been better off if such regulation

### Frank R. Palmateer



Recently elected second vice-president and western regional director of the National Furniture Warehousemen's Association. Mr. Palmateer is president of the Fidelity Fireproof Storage, Los Angeles

had been in effect ten years ago. The irresponsible price cutter is a menace to this business. Rather than we as individuals setting the rates, I would prefer to see the State set the rates altogether." Mr. Lewis, Houston, said:

"We in this business are on the wrong side of the fence. We haven't enough confidence in one another-in our competitors. It is too much 'dog eat dog.' Our real salvation is to educate the public. They are reaping the real benefit of our business. And they don't know anything about our business, unfortunately. It's time to get after our bankers, our chambers of commerce and our newspapermen if we expect to accomplish anything. I see a newspaperman busy taking notes"-alluding to Distribution & Warehousing's representative. "Get this same newspaperman out to your plants, show him what you're doing, and you've accomplished something to bring this business to the favorable attention of the public."

This talk started a round table discussion centering on salesmanship. J. W. Crabtree, Fort Smith, Ark., said that if the prospective customer was once brought inside the warehouse he was "sold" on whatever proposition the warehouseman had to offer. A point was advanced by Mr. Balcom, who soon will have one of the finest storage plants in the country when the Santa Fe building in Dallas is completed; he contended there was just as much salesmanship in merchandise warehousing as in the household goods line. It was a question, he said, of studying the mind of "the other fellow." A Balcom "success secret"

Dallas contains more branch headquarters of merchandising concerns than perhaps any other city in the Southwest. Mr. Balcom made a study of conditions prevailing in the private warehouses and storage houses of these con-Then he set out personally to solicit this business. His argument with one prospective ran something like this:

'You have 5,000 square feet of space in which to store your goods, haven't you, Mr. Branch Manager? Well, you are using only half of it, yet paying rent on all. I am not offering you a whole floor for your goods; simply the space you require. Here is a distinct saving for you. Further, you do not lose your identity. All orders placed in my hands go out in your name. We must ship just as you do, or a little bit better. We further are responsible for the condition of your goods.

"Branch houses are at the mercy of their employees. Here is another reason why you should place your packing, hauling, storing and shipping in the hands of men paid and trained in those

A question box developed lively interest. What are the general rates on outof-town trips? was asked. In San Antonio, it was asserted, the rate was \$1 a mile for 2-ton or larger trucks, plus \$4 an hour for loading and \$4 an hour for unloading. Nearly all Texas cities and towns strive to secure this rate.

In Wichita Falls the rate is 50 cents a mile, with no charge for loading and unloading. This is an extreme situation and was brought about through the fact that, after the oil boom in that city had subsided, a number of large trucks were on hand, and competition on this character of work necessarily became

The discussion elicited the statement that in the matter of moving Texas warehousemen are getting away from the flat price bugaboo and are striving for an hourly or mileage basis.

Texas warehousemen are keenly interested in taxes on trucks. In this State, with millions being spent on highway work, the taxes have reached an extremely high figure. In this connection Mr. Balcom read statistics showing that there are 652,336 passenger motor vehicles and 52,925 trucks licensed in the State, a big increase over figures of the previous year. In an effort equitably to distribute the burden, Mr. Balcom told the members, the warehouse interests, in common with other large truck-owning interests, were endeavoring to call a conference at which a bill covering this phase, satisfactorily to all concerned, would be drafted. With this united front, Mr. Balcom believed, such a measure would become a statute without changes. An organization known as the Texas

Motor Truck and Team Owners' Association has been formed and is receiving the active support of the warehouse interests; in fact, really was sponsored by those interests. Dues are \$10 yearly, \$5 of this sum being paid to the member securing another member, so that it is developing into an endless chain proposition.

A resolution thanking the Markets and Warehouse Department at Austin for its cooperation with the warehouse interests of Texas was passed unanimously. Mr. Weatherred, in a verbal message, voiced the appreciation of the delegates to their Fort Worth hosts.

The Texas association is to have a code of ethics. A special committee is to be named by the incoming president to draft them. They are to be displayed prominently in member warehouses. With this important decision, the sixth annual conclave of the Longhorns passed into history.-Madeleine Cash.

### Pacific Coast Furniture Warehousemen's Assoc.

### Judson M. Davis Honored

A DINNER in honor of Judson M. Davis, "dean of the warehousemen of the Pacific Coast," was given by the Pacific Coast Furniture Warehousemen's Association at the August meeting of the southern division. Mr. Davis is president of the Lyon Fireproof Storage Co., Los Angeles, and is a member of the National Furniture Warehousemen's Association, the Canadian Storage & Transfermen's Association and the Pacific Coast body. On behalf of the southern division a silver loving cup was presented to the guest by W. E. Brock, Los Angeles. Both cup and dinner were surprises for Mr. Davis. About forty warehousemen attended.

E. B. Gould, San Diego, recently elected president of the National, made a talk in which he urged the support of the members of the Coast association in making his administration successful.

To the board of directors was left for decision as to whether the association should join the Chamber of Commerce of the United States.

W. E. Jones, San Francisco, representing the California Warehousemen's Association, in a talk invited the support of the Coast organization in enacting State legislation for the protection of the industry. Mr. Jones explained that a bill purposed to be presented at the next session of the Legislature would require any company or individual desiring to put up a warehouse to show how much additional space was necessary and to obtain from the State Railroad Commission a certificate of public convenience and necessity. Such a law, Mr. Jones explained, would block promotion of warehouse stock promotion schemes by persons who had no actual intention of

ever building and would avert a tremendous volume of unnecessary space being thrown on the market in competition with legitimate operators. Mr. Davis as chairman of the Coast body's leg-

islative committee assured cooperation. Nickell's Transfer & Storage Co., San Jose, was elected to membership.

The southern division held a barbecue, with sports, athletic events, refreshments and dancing, at Brookside Park, Pasadena, on Aug. 23, more than 1000 executives and employees attending. The members' warehouses were closed for the

#### Central Division

REPORTS of the Charlevoix convention of the N. F. W. A. featured the August meeting and dinner of the central division of the Pacific Coast organization, held in San Francisco. Speakers urged that the Coast members give special attention to the report of the National's cost finding committee.

Conversations with a majority of the twenty-four members at the August meeting indicated that business among the furniture warehousemen has been better than is usual at this time of the year and that the entire summer was a profitable period for these operators throughout central and northern California.

The large movement of people to California to reside permanently has been in the main responsible for the continued steady high level in the industry. It is believed that last year 110,000 persons entered California to establish homes and that this year migration westward to the coast will exceed 125,-000. Most of the warehousemen also note a marked tendency on the part of flat and apartment dwellers to buy or build their own homes, thus bringing an increase in the moving of household goods in the central part of the State.

-H. H. Dunn.

### New York Furniture Warehousemen's Assoc.

### To Use the Radio

THE New York Furniture Warehousemen's Association at its September meeting, held on the 8th at the Aldine Club, authorized its president, William R. Wood, to appoint a special committee to arrange for one radio talk on furniture warehousing, the association's members to be assessed proportionately for the cost. If the first broadcasting of propaganda on behalf of the industry is considered to have been worth while, other radio lectures may be arranged

The subject was brought up by Charles S. Morris, who called attention to the radio talks delivered recently on behalf of the Minnesota Warehousemen's Association-by George Hamley, Minneapolis, for the merchandise branch; C. C. Stetson, St. Paul, for the household goods branch; and W. D. Sammis, Minneapolis, for the cold storage branch. These three talks are to be found in the August, September and October issues of Distribution & Warehousing.

Discussion at the New York meeting showed that all of the sixty men and women present were in favor of the broadcasting plan. Mr. Morris in his talk said such propaganda would tend to show the public that there was no longer any truth in the sayings: "Three fires are worse than one moving," and "It's cheaper to move than to pay rent," by reason of the better service which household goods warehousemen sell today as compared with the industry's earlier days.

A feature of the New York meeting was the talk by President Wood as chairman of the cost accounting committee of the National Furniture Warehousemen's Association. Mr. Wood had before him the complete set of forms which the National adopted as standard when it met at Charlevoix, Mich., in July, and he went into a detailed explanation of the principles, fundamentals and theory of the system, emphasizing that the warehouseman's sales price of his space should be figured on the present-day value of his property, the same principle applying if the warehouseman had a leasehold. This theory, he pointed out, had been sustained in recent court decisions. Mr. Wood said courts had ruled also that 7 per cent was a fair charge in order to get returns on present-day values, with current expenses and depreciation to be added.

The National's cost accounting committee's work has been completed in so far as preparing the forms was concerned, Mr. Wood said, and the next step was to induce the National's members to use the system, which he declared to be compact, practical, workable, without being complicated. He urged the New York members to use the system at the earliest possible moment.

On motion by Mr. Morris, it was voted that Mr. Wood's talk should be prepared in mimeograph form and distributed to the New York members immediately.

A rising vote was taken, also at Mr. Morris's suggestion, in memory of President Wood's mother, who died recently.

The Excelsior Warehouse, Inc., Brooklyn, were elected to membership.

### Golf Club Organized

A golf club has been organized by the members of the New York Fur-Furniture Warehousemen's Association and the first tournament was held in August. It took place at the Winged Foot Golf Club, Mamaroneck, N. Y., first prize being won by C. Young, second prize by Walter C. Gilbert, third honors being divided by Howard Tierney and E. Hinrichs, eighteen players participating.

Herbert Bragg, New York City, manager of domestic traffic for the Trans-Continental Freight Co., has been elected president and Grant Wayne, manager of the West End Storage Warehouse,

treasurer.

# Better weight distribution for bulky loads in Autocar moving vans



4 to 6 ton 4-cylinder Autocar owned by O. J. Glenn & Son, Buffalo, N. Y.

The Autocar engine is under the seat. It is this design that gives short wheelbase handiness, an outstanding Autocar advantage.

This position of the engine, eliminating unnecessary wheelbase length out in front, distributes the weight of heavy loads of furniture more evenly on all four wheels, lessening wear and tear on tires and mechanical parts.

The Autocar Company

ESTABLISHED 1897

Ardmore, Pa.

**BRANCHES IN 46 CITIES** 

Autocar

gas and electric trucks
EITHER OR BOTH - AS YOUR WORK REQUIRES

SEND WITH YOUR LETTERHEAD

THE AUTOCAR COMPANY
Box 8001, Ardmore, Pa.

Without obligation, please give me more information regarding economies resulting from combined use of gas and electric trucks.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

### PLATFORM INSPECTION OF HOUSEHOLD GOODS

THE extent to which the American Railway Association is cooperating with the National Furniture Warehousemen's Association and the American Warehousemen's Association in the campaign-as outlined in the September issue of Distribution & Warehousing-in cutting down claims for loss and damage in the transportation of household goods and new furniture by rail, is indicated by the text of "platform inspection" blanks which the A. R. A. freight claim division has supplied to the freight claim and claim prevention officers of the carriers.

In a bulletin accompanying the blank Lewis Pilcher, secretary of the committee on freight claim prevention, urged the railroads to assign competent men to get the facts needed and to forward the reports to the A. R. A. Freight Container

Bureau.

"While the report is intended primarily for carload business," Mr. Pilcher said in his bulletin, "it can be used to good advantage in reporting L. C. L. damage where excessive and due to faulty pack-

ing.

"When making inspections of carload household goods at warehouses the manner in which goods are unloaded and handled at the warehouse should be observed. Special inspections have developed that damage is being caused by careless unloading, etc. It has also been found that, in many instances, carload shipments, although capacity loaded, have been damaged through lack of bracing."

The "platform inspection" blank supplied to the carriers contains spaces for information relating to place of inspection, origin of shipment, destination of shipment, kind of furniture and number of pieces in shipment. Specific questions are asked regarding kinds of wrapping, how packed, how braced, character of damage, etc., and the inspectors are asked to express opinion as to causes of damage if any.

### Twin City Meeting

The railroads are urged to give wide publicity to the contents of the leaflet "Expert Packing Insures Safe Transportation of Household Goods," text of which appears on page 10 of the August issue of Distribution & Warehousing.

In connection with the campaign the following letter comes to Distribution & Warehousing from C. C. Stetson, president of the Fidelity Storage & Transfer

Co., St. Paul:

We note with much interest your article on page 42 of the September issue regarding the American Railway Association's September campaign to reduce damage claims on household goods. This is good reading for the furniture warehouseman who wants to help the industry and his customers.

"You may be interested in knowing that as long as two months ago the furniture warehousemen of the Twin Cities learned of this proposition, the A. R. A. effort, and, upon invitation to twelve or

thirteen roads which center here, got them to meet with us at a luncheon meeting and go over the program quite fully. We were pleasantly surprised to find not only the claim agents there; from some of the roads several high officials attended, as well as one or more representatives of most of our furniture storage firms in the Twin Cities.

"There was hearty accord by the railroad officials with the warehousemen's claim that reasonable packing should be insisted upon before the goods are accepted by the railway company, and that such instructions should be emphasized to all their country agents as well as to the city freight stations, to avoid the common practice, heretofore, of shipping this fragile commodity with little or no protection between country stations and from country points to the cities, with the result of large damage and ill feel-

"Permit me to suggest slogans which seem to me worth while on this topic."

Mr. Stetson' suggestions are:

"Good packing is cheap insurance." "Well packed means safe arrival."

"Every dollar packing saves \$10 dam-

"It pays to properly protect by adequate packing."

"You can't afford to slight your furniture packing."

"Good furniture merits good packing."

### Security Absorbs Pick Co.

The Security Storage & Transfer Co., Inc., Portland, Ore., has acquired the equipment, business and accounts of the C. O. Pick Transfer & Storage Co. of that city. The accounts are more than 1000 in number, according to local newspaper reports, and the merger makes the Security company one of the Northwest's largest warehousing firms.

The Pick company was established in 1891 by C. O. Pick, whose recent ill health led to the sale of his property to the Security. The Pick warehouse, containing 40,000 sq. ft. and representing an investment of \$10,000, is located at 481 Glisan Street and was used largely for the storage of household goods

The Security, with a warehouse, containing 105,000 sq. ft. of floor space, at Fourth and Pine Streets, was organized in 1913 by E. F. Younger and began business in a small way. About four months ago the company paid several hundred thousand dollars as the purchase price of its present warehouse.

### J. P. O'Hearn Weds

John P. O'Hearn, president of the Fields Corner Storage Warehouse Co., Boston, was married on Sept. 4 to Miss Elizabeth L. Brine of Arlington, Mass. At a bachelor dinner prior to the wedding Mayor Quinn of Cambridge was toastmaster and Mayor Curley of Boston was among the speakers. The guests presented Mr. O'Hearn with a diamond ring and sent a diamond brooch to his

### WIDER LATITUDE FOR FURNITURE TRANSPORT

DECISION of general interest to the household goods branch of the warehouse industry has been handed down by the California State Railroad Commission granting certificates of public convenience and necessity to three companies to operate over certain routes. The

Commission says:

"In granting the certificates provided for herein, the Commission has in mind the fact that the hauling of furniture, household goods and personal effects constitutes a form of transportation different in some respects from the transportation of general freight handled commercially. The private ownership of household goods and the personal intimacy which many articles may have toward the owner, regardless of cost or commercial value, together with the breakable character and irreplacable nature of some of the goods to be moved, justify the Commission in exercising more than ordinary latitude in the granting of certificates of public convenience and necessity for this class of operation, thus giving the public a choice of services, provided, however, that the responsibility and equipment of the operator in every case is thoroughly satisfactory.'

The companies given the certificates are: Bekins Van & Storage Co., to operate between San Francisco, Oakland and Sacramento and intermediate points via Vallejo; between San Francisco and Santa Rosa and intermediate points via Sausalito, San Rafael and Petaluma; and between San Francisco, Oakland, Berkeley, Alameda, Piedmont and Emeryville.

Liberty Transfer & Storage Co., Sacramento, to operate between San Francisco, Oakland and Sacramento and inter-

mediate points via Vallejo.

Consolidated Furniture Moving Corp., to operate between San Francisco, Oakland and Sacramento and intermediate points via Vallejo; and along other routes out of San Francisco and other cities.

### New Salt Lake City Co.

The Distributors' Storage Co. has been organized in Salt Lake City, Utah, with a warehouse located at 331 South Rio Grande Avenue, in the heart of the wholesale district. The company will handle canned goods and automobiles chiefly.

The capital is \$100,000, divided into 1000 shares, with par value of \$100 each. The officers, well known locally, include Serge Bailliff, president; A. Fred Elggren, vice-president, and Walter H.

Rolapp, secretary-treasurer.

### Paddock Would Sell

Medford L. Paddock, proprietor of the Paddock Transfer & Storage Co., Marion, Ohio, has applied to the Ohio Public Utilities Commission for authority to sell his company to George A. Wright of Marion. The sales price would be \$18,-000, according to the application.



### An Unusually Well-Made Garment

Made of good heavy materials, in blue, white khaki or blue and white striped patterns. All stitches reinforced. Buttons covered so as not to scratch or come off. Pockets reinforced with extra thickness of cloth. Extra roomy and long.

### Note These Low Factory Prices

1	to	6	Suits,	each.						\$3.25
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COATS

White or Khaki, each..... 2.75

LETTERING IS FREE.

Why not have every man in your employ advertisely your business? It will cost you nothing. Simply have them wear Better nall Work Suits with your name or emblem on them. We embroider your name free on every suit. You also give your men the benefit of lower prices by purchasing suits for them direct from us. And you'll not get a better suit for the money. Will outwear any overalls.

### The Neat and Uniform Appearance of Your Men Will Attract Business

Better'nall work suits are now being worn by employees of the country's largest moving and storage companies, garages, motor car manufacturers, filling stations, etc. It certainly pays them. The neat and uniform appearance of men in Better'nall suits attract attention and make a good impression wherever they go. Besides they advertise your business FREE.

### Send for Sample Suit

Tell us the size and color suit you want. Send your trade mark or emblem. We will embroider it on a Better'nall Suit or Coat in front or back, in any color you choose of black, blue, red or white. If you are not entirely pleased with it we will refund your money without question. Send for it now.

### Automotive Garment Co.

729 Wyandotte St.,

Kansas City, Mo.

Bettern all WORK SUITS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

### GUARDIAN STORAGE CO., \$1,000,000 COAST FIRM

W HAT is said to be the largest ware-house merger in the West has been completed with the announcement of a \$1,000,000 storage firm organized by California men to meet part of the strong demand for greater storage facilities in six major cities of the State. This new all-California concern is the Guardian Storage Co., which will operate in San Francisco, Oakland, Los Angeles, Pasadena, Long Beach and San Diego.

This information comes from James A. Hool, a director of the new enterprise and who is president of the Federal Securities Corp., which is underwriting an issue of 100,000 shares of preferred stock at a par value of \$10. Sale of these shares starts immediately, according to Mr. Hool, and the general public will be invited to purchase stock in the company.

The officers of the new organization are as follows:

President, P. C. Sinclair, president of the Pacific Warehouse Co., Los Angeles; vice-president, S. M. Haslett, president of the Haslett Warehouse Co., San Francisco; treasurer, Louis Sutter, San Francisco, vice-president of the Anglo-California Trust Co.; secretary and general manager, F. B. Langstroth, San Francisco. The directors are Paul McMullen, vice-president of the Pacific Southwest Trust and Savings Bank; Kenneth Monteagle, head of the Souther Warehouse Co., San Francisco; and James A. Hool, president of the Federal Securities Co.

Storage companies which will be incorporated in the merger are the Pacific Warehouse Co. of Los Angeles and the Haslett and Souther companies of San Francisco. The new arrangement will greatly facilitate management of the warehouses in northern and southern California by putting them under a common control.

Plans are now being drawn for the warehouses, which, in the case of furniture storage plants, will be located in residential districts in the different cities. The locations for the buildings will be picked out in those particular residential districts of cities believed to be especially in need of storage space for household goods. Fireproof plants are planned which will be of attractive design that will fit into the surrounding schemes of home architecture.

Careful surveys have been made in all the cities to be entered by the new company, to determine warehouse needs in the various communities. In all cases, according to the promoters, exceptional opportunities were seen in the overcrowded conditions of existing companies.

### Gooding Bills Approved

Organized efforts by the Intermediate Rate Association to aid in passage, by the House of Representatives in December, of the Gooding long and short haul bill, amending the fourth section of the transportation Act to prohibit violation of the long and short haul to meet water competition, were outlined by directors of the Intermediate Rate Association who met in Salt Lake City at their semiannual meeting recently.

On motion by the directors it was moved to send J. A. Ford, Spokane, secretary of the association, to Washington to help secure the passage of the Gooding measure. This bill was passed by the Senate in the last session. Mr. Ford will leave for Washington the latter part of November. Directors and members of the association also pledged to send representatives from their respective States to Washington in the interest of the bill.

Another measure, the Gooding propaganda bill—a resolution calling upon the Interstate Commerce Commission to report to Congress on railroad expenditure—was approved by the association through the directors at the Salt Lake City meeting. The resolution would make available to the public the amount of money spent, through what agencies, and the purpose of the expenditures.

### California Company Expands

The California Fireproof Storage Co., Los Angeles, has taken over the modern fireproof household goods and automobile storage and warehouse, and the equipment, of the Robinson Brothers Transfer & Storage Co. at Glendale, Cal.

F. M. Brock, secretary and treasurer of the California company, has removed to Glendale to develop the business.

The investment is approximately \$95,-000 and the purchase gives the California company a total of approximately 120,000 square feet of fireproof storage in Los Angeles and the suburb of Glendele

### "Telling the Public"

"Distribution Made Easy by Warehousing" is the title of a column news story, which was published recently in the Houston Chronicle—written by J. H. Lewis, auditor of the Westheimer Warehouse Co. of that city. The article describes the various ways of getting goods from factory to consumer, notably through the use of the public warehouse, and tells in detail how the Westheimer company serves shippers of merchandise and how it takes care of household goods through its membership in the National Furniture Warehousemen's Association.

### Ogden Has Removal Ordinance

The city commissioners of Ogden, Utah's second largest city, have enacted an ordinance requiring owners of moving vans, transfer wagons and express vehicles to report articles they handle each day. The addresses from which goods are taken and of the new destinations must accompany the lists. The penalty for violation is a fine of \$299, or 180 days in iail, or both.

### RADIAL WAREHOUSE CO. OPENS IN KANSAS CITY

A NEW general merchandise storage firm has been organized in Kansas City—the Radial Warehouse Co., capitalized for \$250,000. The firm has taken over the North Kansas City building formerly owned by The Reserve, Inc.

The Radial company is headed by Harry G. Wolf, formerly of Chambersburg, Pa., as president. Frank M. Cole of Kansas City is vice-president and general manager, and James L. Tipton of Kansas City is secretary. Mr. Cole was formerly Kansas City general agent for the New York Central Railroad and more recently has been Kansas City manager for W. P. Gross & Co., Inc., which has flour and general warehouses in New York. Mr. Cole will continue his connection with the New York company.

The Radial Warehouse Co. has opened offices at 403 New York Life Building, Kansas City. Its storage structure, of concrete, four stories high, has an electric elevator 25 by 12 feet. Labor-saving machinery, which previous occupants owned, remains in the building, and the Radial company is adding to it. Bulk freight and general goods will be stored and distributed.

### Wilkes-Barre Co. Changes Hands

The controlling interest in the Merchants Warehousing Co. of Wilkes-Barre, Wilkes-Barre, Pa., has been purchased by George C. Travis of Shavertown, Pa., and A. W. Brady of Kingston, Pa., and Raymond Dotter of Wilkes-Barre. Mr. Travis was treasurer of the company, which operates also in Luzerne, Pa. He has been elected president, Mr. Brady, treasurer, and Mr. Dotter, secretary.

### Bekins May Build in Fresno

According to reports published in Los Angeles newspapers the Bekins Van & Storage Co. of that city, is planning a \$150,000 reinforced concrete warehouse, 60 by 100 ft., on Van Ness Avenue, Fresno. The building would have a Southern Pacific spur track. It would be the thirteenth household goods depository of the Bekins company in California.

### Expansion by Delcher Bros.

The Delcher Bros. Storage Co., Inc., Jacksonville, Fla., has completed a seven-story addition to its present building at 465 Riverside Avenue. The new structure, of brick and reinforced concrete, gives the company a total floor space of 83,230 sq. ft. The addition contains 30,240 sq. ft. and was erected at a cost of \$50,000.

There are two 8000-lb. electrically driven elevators, vaults for storage of silver, separate rooms for pianos and moth-proof compartments for rugs. Motor cars will be stored on the seventh floor and household goods on the other six floors.



# "Overhauls will not be necessary under 45,000 to 50,000 miles"



When a big, constant user of Sterling Trucks like the Broadway Storage Warehouse makes a statement like that there must be mighty good reasons why. They write as follows:

". . . . on one of these trucks which covered more than 30,000 miles we just completed an overhaul and the condition of this truck was so favorable that we are referring it to your attention. The motor bearings and other moving parts were in such splendid condition that we could not make any improvement by replacement. In fact, the only parts that really needed renewal were the spring bushings and other bushings throughout the job. It appears that overhauls will not be necessary under 45,000 to 50,000 miles."

The exclusive Sterling wood-lined frame—the long, flexible, chrome vanadium springs—the superior construction—extra speeds, double power when needed and low gas consumption make the Sterling the most economical truck for your business.

Write us for full particulars and suggestions on how to cut your hauling costs.

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Chain Driven, 5—7½ Tons and Light-Weight, High-Speed 5 Tons.

## STERLING MOTOR TRUCK COMPANY

Milwaukee, Wisconsin

### POOLE TELLS HOOVER OF LONDON CONGRESS

G ARDNER POOLE, president of the Commonwealth Ice & Cold Storage Co., Boston, on Sept. 18 submitted to Secretary of Commerce Hoover his formal report regarding the International Congress on Refrigeration held in London, England, in June. Through the courtesy of Mr. Hoover, Mr. Poole, who is president of the American Warehousemen's Association, had the honor of officially representing the Department of Commerce as an observer at the London assembly. This gave the Boston storage executive additional prestige both at the Congress and while visiting other countries during his seven weeks abroad.

Calling attention that thirty-five nations were represented at London, Mr. Poole in his report to the Commerce Secretary said the Congress attracted exceptional interest all over the world, as it was the first of its kind called together since 1913 and during the intervening eleven years there have been many new ideas developed by nations as necessary expedients in the care of food-

All papers were in printed form, using French and English as the official languages, with many interpreters present to give delegates not understanding one or the other language all that was said. This year the papers were more numerous than at previous Congresses and the topics and sub-topics treated were more diversified than at the gatherings held in France, Austria and the United States. British Government officials put at the disposal of the Congress a number of men from various departments to enable the delegates to obtain references readily from the Government archives when necessary.

Mr. Poole in his report goes into various details and these will be supplemented later by the printed proceedings, copies of which, he assured Mr. Hoover, would be sent to Washington as soon as received in Boston from London.

Commenting in his letter to Mr. Hoover regarding the Congress, Mr. Poole said:

"I am personally impressed with the value of these meetings as a one means at least of promoting a closer feeling of comradeship between the peoples of the different nations, through the unselfish passing on of information on scientific and practical problems and developments in the industry. No doubt many of the international problems now confronting the world are going to be settled by industry, and a distinct forward impulse will be felt as a result of the many international gatherings being held at London during the present year."

### Important Albany Merger

Two of the leading merchandise storage companies in Albany, N. Y .- the Albany Terminal Warehouse Co. and the Security Storage & Warehouse Co., controlled by the same interests-have been consolidated, under a charter granted on Sept. 10 by the Secretary of State, under one name, Albany Terminal Warehouse Company, capitalized at \$540,000. James H. Perkins, who has been manager of the two concerns, will be manager of the new corporation.

For several years the two companies have been jointly owned by John F. O'Brien and George C. Kellogg of Plattsburg, and others. Mr. O'Brien, a former Secretary of State, has been president and Mr. Kellogg has been secretary and treasurer of the Albany Terminal Warehouse Co., and Mr. Kellogg has been president and Mr. O'Brien secretary and treasurer of the Security company.

The new corporation operates more than 540,000 sq. ft. of floor space.

### WILLIAM L. SMITH DIES; ONCE N. F. W. A. DIRECTOR

WILLIAM L. SMITH, who was manager and operating executive of the Security Storage Company of Cincinnati, Ohio, and widely known in warehousing trade association activities, died on Sept. 6.

Announcement was made by Charles S. Morris at the September meeting of the New York Furniture Warehousemen's Association that he had received a telegram from Cincinnati saying Mr. Smith had been found dead in bed.

On motion by Mr. Morris the New York association adopted resolutions of condolence to be sent to Mrs. Smith.

Mr. Smith was a past director of the

### W. L. Smith



Died September 6, 1924

National Furniture Warehousemen's Association, having retired this past July. Prior to the organizing of the National he was a member of various sectional and State bodies, including the New York association, and was a familiar figure at the many conventions, including the National's recent one at Charlevoix, Mich. He was a member also of the Ohio Warehousemen's Association.

### New Hamman Building

The Hamman Bros. Transfer & Storage Co., Decatur, Ill., is occupying its new four-story brick and concrete fireproof annex, on Broadway between Prairie and William Streets.

### \$200,000 LOSS IN FIRE IN PAPER WAREHOUSE

PARTS of two floors collapsed while firemen on Sept. 14 were fighting a stubborn blaze in paper stock packed on all seven floors of the Charlton Street storage plant of the Emergency Trucking & Warehousing Corp., New York City.

The origin of the blaze was not determined. Fire department officials estimated loss to stock and building at

\$200,000.

The interior of the warehouse was a roaring furnace, which could be reached only by water towers on the street and by lines of hose at the rear and on the roof. When the blaze was got under control the firemen found that the sixth and seventh floors had given way near the centers. At these points the floors had bent several feet with the loads of water and paper, each section of the cave-in resting on material stored in spaces below.

Fire department officials said the expanding water-soaked piles of paper probably had forced the two upper floors to give way, but that the huge piles of paper rising in tiers on each of the lower floors had acted as a support in preventing the top floors from carrying

down all beneath them.

Several firemen were overcome by smoke and were rescued by comrades.

### Indianapolis Firms Merge

Effective Oct. 1, the American Warehouse Co., Indianapolis, is absorbed by the Indiana Terminal Warehouse Co. of

The American was established in 1922 and operated a merchandise warehouse, with 20,000 sq. ft. of floor space, at 211 West South Street.

The Indiana Terminal Warehouse Co. is operated by the National Terminals

### Cotter Company Expands

The W. Lee Cotter Warehouse Co., operating in various Ohio cities, has purchased a ten-year lease on the New Moline Plow Co. building at Naughten and Front Streets, Columbus. This gives the Cotter company five buildings in Colum-

### Rockford Company Builds

The Bartlett Storage Warehouse, Rockford, Ill., has completed construction of a fireproof storage plant, 165 by 71 feet, two stories high, located on the Chicago & North Western tracks. The warehouse is built to carry five additional floors when business warrants.

### Wilshire Co. to Build

The Wilshire Fireproof Storage Co., Los Angeles, is having plans prepared for the erection of an addition to its present warehouse at 116 Southwestern Avenue. The new structure will stand eight stories high, 60 by 130 feet, and will be of reinforced concrete.

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### CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Advance Storage Co., Philadelphia, has awarded a contract for construction of a concrete warehouse on Market Street, west of Allison Street.

Atlas Safe Deposit & Storage Co., Baltimore, has awarded a contract for the erection of a \$175,000 four-story brick and concrete warehouse, 50 by 100 feet.

Couey Storage & Transfer is the newly adopted name of the Williams Transfer & Storage of Trinidad, Colo. The company has been renamed after the company's owner and manager, W. L. Couey.

E. H. Scott Transportation Co., Shelby, Ohio, is planning to erect a freight terminal.

Elephant Butte Warehousing Corp., El Paso, Tex., has decreased its capital stock to \$24,000 from \$50,000.

Guardian Storage Co. is the new name of the Guardian Fireproof Storage Co., Los Angeles. The capitalization has been increased to \$11,000,000 from \$1,000,000.

Independent Trucking Corp., Cambridge, Mass., has leased a building at 32 Green Street.

Jefferson Creamery Co., Columbus, Ohio, is devoting 16,000 square feet of its warehouse at Hickory and Lazelle Streets to merchandise storage.

Kessel Bros., Chicago, are erecting a third storage warehouse, to cost \$200,-000, at 4034 South Michigan Avenue.

King-Parker, Inc., New York City, will erect a seven-story and basement fire-proof storage warehouse on a plot 50 by 100 feet at 231-235 East Fifty-fifth Street.

Merchants' Warehouse Co., Philadelphia, has purchased for \$150,000 a 131-foot lot, with warehouse properties, at Front and Bainbridge Streets.

O. J. Glenn & Son, Buffalo, have taken over on a long lease a modern fireproof warehouse located at 805-807 Elmwood Avenue. The building contains about 7000 square feet of floor space and is being used as a household goods storage plant.

Security Storage & Transfer Co., Portland, Ore., has increased its capital stock to \$250,000 from \$150,000.

Standard Milling Warehouse Corp., Jersey City, N. J., is completing its new six-story warehouse and blending plant at the foot of Pavonia Avenue.

Taft Compress & Warehouse Co., Taft, Tex., has increased its capital stock to \$110,000 from \$100,000.

Union Terminal Warehouse Co., Los Angeles, is planning to build a storage structure at Central Avenue and Seventh Street. The warehouse will be two stories high, 100 by 150 feet, of reinforced concrete.

Union Warehouse & Mercantile Co., Craigmont, Idaho, is reconstructing its warehouse recently wrecked by fire.

Vestry Warehouse Co., New York City, has taken over under lease 10,000 square feet of floor space at 132-140 King Street.

Walton & Son, Anacortes, Wash., are planning to build a warehouse building at Sixteenth Street and Commercial Avenue for use in connection with their re-

cently organized transfer company.

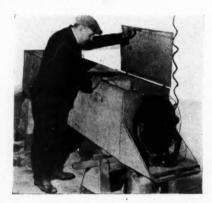
Wilhelm Transfer Co., Portland, Ore., has taken a thirteen and one-half-year lease on a modern fireproof building at Eighth and Everett Streets and will occupy it for storage and office purposes after the first of the new year.

### HUMIDITY CONTROLLED BY CALCIUM CHLORIDE

THE United States Cold Storage Co., Chicago, has been getting highly satisfactory results in controlling the humidity of storerooms through the use of galvanized iron containers in which large quantities of calcium chloride are placed.

It has been found that the quality of the eggs is affected by the humidity of the atmosphere if the air is too damp, the eggs will absorb moisture from the strawboard fillers in which they are packed and this will produce an undesirable flavor. There is an equal danger from an atmosphere that is too dry; in that case the eggs will shrink too much and take on a stale taste.

Calcium chloride will take up moisture from the air. This property has been utilized to good advantage in planning a system to remove the humidity prevailing in the big storerooms.



Several galvanized iron boxes are used in each large room. Each box is 10 feet long, 18 inches wide and 22 inches deep. The ends are left open and the hinged lid is in three sections. It is strengthened with iron straps. It is mounted on wooden horses in such a way as to raise one end 6 inches higher than the other. Inside the box is placed a wooden platform that is raised about an inch.

Moisture collected by the calcium chloride drains into a bucket at the lower end of this platform. A 16-inch electric fan drives the air against the 100 pounds of calcium chloride with which the box is filled. These chunks are left large so that the air will circulate freely.

With several of these containers in use a week, the humidity of a large room can be lowered several points in a week.

## NEW INCORPORATIONS WITHIN THE INDUSTRY

Cleveland Household Storage Co., Cleveland. Capital, \$10,000. Incorporators, Irwin N. Loeser, Frank G. Mooney, H. Stewig, O. E. Shaw and I. L. Nichols.

Edwards County Wool & Mohair Warehouse Co., Rock Springs, Tex. Capital stock, \$6,000. Incorporators, W. J. Gree, J. P. Mayes and R. H. Farwood.

Elba Cold Storage Co., Inc., Buffalo, N. Y. Capital stock, \$100,000.

Ferndale Warehouse Co., Ferndale, Wash. Capital stock, \$1,000. Incorporators, E. K. Field and Clifton Dean.

Karl Ruf Trucking Co., Cleveland. Capital, \$10,000. Incorporators, Karl Ruf and R. W. Sanborn.

Kelley-Hughes Warehouse Co., Pullman, Wash. Capitalization, \$18,000. Incorporators, A. Eugene Kelley, Howard A. Hughes, Ethel Kelley and Emily H. Hughes.

McPhee & McGinnity Co., Denver. Capitalization, \$7,000.

North Carolina Cotton Compress & Storage Warehouse Co., Fayetteville, N. C. S. W. Cooper is president and general manager, G. T. Brooks is secretary and R. M. Vanstory is vice-president and treasurer.

Portage Warehouse Co., Akron, Ohio. Authorized capital, \$10,000. Incorporators, Julius Dannemiller, F. A. Watkins, R. J. Dannemiller, F. E. Lawrence and F. E. Whitemore.

Seattle Van & Storage Co., Seattle. Capital stock, \$10,000. Incorporators, D. L. Shepard, Marshall Lindsey and C. M. Ross.

Shippers' Rapid Transit Co., Toledo, Ohio. To conduct a storage warehouse. Capital, \$10,000. Incorporators, C. R. Bankers, C. B. Grandy, John E. Storer, Albert P. McKee and George H. Stein.

South Deerfield Onion Storage Co., South Deerfield, Mass. Capital, \$50,000. Incorporators, L. E. Rosenblum, M. J. Honnay and Joseph Rosenblum of South Deerfield and N. M. Belden and C. E. Belden of Bradstreet.

Steinway Furniture Warehouses, Inc., Queens, N. Y. Capital, \$10,000. Directors, Helen Freed, Astoria; Jacob Freed, Brooklyn, and Max Measer, Manhattan.

Texas Warehouse Co., Fort Worth, Tex. Capital stock, \$10,000. Incorporators, B. G. Womack, Temple Harris and O. R. Roughton.

Warehouse Service Corporation, Hoboken, N. J. Capitalization. \$100,000. Incorporator, William J. Hanley.

Wee-Doo Cartage Co., Cleveland. To engage in storing, hauling and trucking. Authorized capital, \$10,000. Incorporators, J. S. Csotty, Andrew Csotty, A. S. Barks, J. P. O'Donnell and S. E. Dudash.

### Shank Company to Build

S. L. Shank, president of the Shank Furniture & Storage Co., Indianapolis, and who is mayor of the city, has announced plans for erecting a modern storage warehouse at Nineteenth and New Jersey Streets. He purposes to issue bonds to finance the project, which will cost about \$125,000.

U.S.

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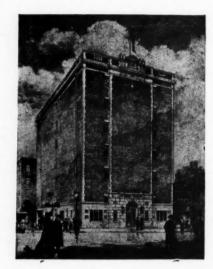
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For years we have specialized in the designing and planning of warehouses. We can show you how to build for less money and insure you maximum storage space. We can do this because of our long experience and our exceptional facilities.

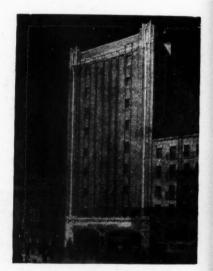
In support of this we offer the many successful warehouses we have designed and supervised the construction of through to their completion.

As warehouse cost specialists we can serve you in preparing estimates, in securing contract bids, and in reducing building costs through our close contact with supply sources and our familiarity with trade conditions.

The correct design and plans drawn up by trained warehouse engineers mean thousands of dollars in earning capacity.

### We Charge No Fee for Consultation and Advice

Our staff is at your service. Wire, write, telephone or call upon us.



# MOORES & DUNFORD, Inc.

110 E. 42nd St.



New York City

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

### "ANDY SAYS"

The campaign is mapped,
The guns aimed,
And ere this gets into print
The first broadside
Will have been fired.

No; we are not referring
To any new European war
Nor to the political campaigns
Closer to home—
We do refer, however, to the
1925 Warehouse Directory issue of
DISTRIBUTION & WAREHOUSING,
To be published January 1st.

No more important event
Occurs each year in the
Warehousing industry of the country
Than the compiling and printing
Of this huge and complete
Industrial Directory.

Three months' effort of our Complete staff is thrown into The Reactions of an Advertiser



The work connected with it, And when it finally appears Every warehouseman in the U. S. Should be able to point with pride To the part he has taken in Making it the most representative Volume of warehouse information Ever published.

The first important move is to make Certain you will be Properly listed—then— The sure and certain way to Emphasize the importance of Your company in your community Is to advertise your facilities In the Shippers' Index Section Close to your listing.

The Warehouse Directory issue Is the "Who's Who" of the industry And to miss carrying a real Display in it for your company Is to miss, without any question, The most conspicuous opportunity You have within the year To tell your complete story Where it will be seen By those with whom You wish to do business.

Within the next two months
Every warehouseman
Will be given the opportunity
To come into this issue.
We urge you all
To grasp this opportunity
When it reaches you.

The Warehouseman who advertises his ability to serve is deserving of the Shipper's first consideration.

### CONVENTION CALENDAR

October 17-18 Missouri Warehousemen's Association Exc October Missouri Warehousemen's Association (	elsior Springs
December Central Warehousemen's Club	Chicago
December	Chicago
December	Chicago
December 8-12 American Warehousemen's Association	Chicago
December or January National Furniture Warehousemen's Association (	To be decided)
January, 1925 Canadian Storage & Transfermen's Association	Vancouver
January, 1925 Massachusetts Warehousemen's Association	Boston
January, 1925 New Jersey Furniture Warehousemen's Association	Newark
January, 1925 New York Furniture Warehousemen's Association	New York
January, 1925 Texas Warehouse & Transfermen's Association	Austin
February, 1925 Kansas City Warehousemen's Association	Kansas City
February, 1925 Maryland Furniture Warehousemen's Association	Baltimore
February, 1925 Pacific Coast Furniture Warehousemen's Association	To be decided)
February, 1925 Pennsylvania Furniture Warehousemen's Association	Philadelphia
May, 1925	To be decided)
The state of the s	to be decided)

BIRMINGHAM, ALA, I

### Charlie's Transfer Co.

Incorporated 1903

### Distributors and Forwarders Storage and Hauling

We specialize on merchandise handling. Private siding, connecting with all railroads.

BIRMINGHAM, ALA, I

ESTABLISHED-1880

OVER 40 YEARS OF HONORABLE SERVICE

### HARRIS TRANSFER

AND

### WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE MERCHANDISE and HOUSEHOLD GOODS STORAGE HAULING PACKING

Prompt Service-Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

# Hess-Strickland Transfer & Storage Co.

 General Merchandise, Furniture and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.



WARRANT WAREHOUSE COMPANY

Established 1905

and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE — LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

MONTGOMERY, ALA.

### LEADING WAREHOUSEMEN

DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR LARGE FLEET OF MOTOR TRUCKS

### ALA, MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH-132 LEE

MONTGOMERY, ALA.

"Service That Satisfies"

Moeller Transfer & Storage Company

105 WATER STREET, MONTGOMERY, ALA.
Storage, Forwarding and Distributing

NOGALES, ARIZ.

Walker Transfer and Storage Co.

Pool Car Distributors

Storage—Packing—Moving—Shipping COAL DEALERS Motor Truck Equipment

243 Grand Ave. Motor Truck Equi

Nogales, Ariz.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.
POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK. |

### Fort Smith Warehouse Co.

Rogers Ave. & Second St.
MERCHANDISE STORAGE and POOL CARS

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO. Rogers Ave. and 2nd St.

FORT SMITH, ARK.
Storing—Shipping—Moving

Pool-Car Distributing a Specialty

OLL THE STATE OF

The Men Who Distribute

Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

, 1924

ny

Complete Service

FRESNO, CAL.

California Shipments Promptly Handled

-Distributors of pool

Los Angeles

1335 S. Figueroa Street 1948 Van Ness Ave

car shipments. -Private spur.

-12 fireproof deposi-tories in California.

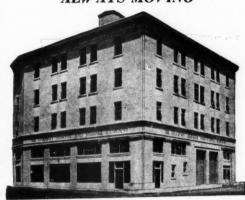
San Francisco 13th and Mission

Ookland 22nd and San Pablo

BERKELEY, CAL.

# **STUDENTS** Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in Berkeley

We give daily service to Oakland, Alameda, Piedmont, Emeryville and San Francisco

TUDENTS TORAGE S E RVICE FRESNO, CAL.

Valley Van & Storage Co., Inc. Private Spur

Distributors of Pool Cars of Household Goods, Machinery and Merchandise Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL. I

LOCATED IN THE CENTER OF RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR. We have Los Angeles terminal rates Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.,

Hollywood, Calif.

LONG BEACH, CAL.



#### HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing

4 Warehouses 100,000 sq. ft. STORAGE Warehouse Spur—U. P. Sou. Pac. & Pac. Elec.

California Warehouseman's Assn. Pacific Coast Furniture Warehouseman's Assn. National Furniture Warehouseman's Assn. MEMBERS:

San Pedro-DOCK CONNECTIONS-Wilmington
ETY SERVICE SAFETY

EL CENTRO, GAL. IMPERIAL VALLEY

### PIONEER TRUCK and RANSFER



S. E. Cor. 3rd & State Sts. Office: 114 N. 5th St.

Only Reinforced Concrete Warehouse for Storage and Carload Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns. Our Stock in Trade, SERVICE.

LOS ANGELES, CAL.

Fresno

1248 Van Ness Ave.



California Shipments Promptly Handled

Distributors of pool Los Angeles car shipments. S. Figueroa Street

Private spur.

-12 fireproof depositories in California.

San Francisco 13th and Mission 22nd and San Pablo

### LOS ANGELES, CAL.

For "Service with Security" Ship

to

California Fireproof Storage Co. 2808 W. Pico St. LOS ANGELES

W. E. BROCK

F. L. ALLEN

F. M. BROCK Treas.

Vice-Pres.

LOS ANGELES, CAL.



### **Pool Carload Distributors**

Handling goods destined to points in SOUTHERN CALIFORNIA and ARIZONA

and to 322-324 EAST THIRD STREET

LOS ANGELES, CAL.

Curtis C. Colyear, Prop.

MAIN OFFICE-415 S. San Pedro St.

Warehouse No. 2 415 S. San Pedro St. Fireproof. Warehouse No. 4 540 S. Alameda St. Sprinkler Equipped.

Member

American Warehousemen's Association
Nat'l Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association
Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL

LOCATED IN THE CENTER OF RESIDENTIAL LOS ANGELES.

### Hollywood Storage Company, Inc.

"FIREPROOF" Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave. Hollywood, Calif.

The Men Who Distribute

### Carey Salt

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

LOS ANGELES, CALIF.

# **MERCHANDISE** Storage

and

### Distribution

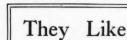
4 acres of floor space, sprinkler equipped, served by S. P. spur tracks and prepared to give complete warehouse service.

Our location, experience, warehouse facilities, and local standing, all make it worth your while to consider this warehouse for the storage and distribution of your merchandise.

### JENNINGS-NIBLEY

Warehouse Co. 1101 East 5th Street Los Angeles, Cal.

LOS ANGELES, CAL.



Lyon

Los Angeles people like Lyon storage and moving facilities. Consign house-hold goods to Lyon and please your customers.



National Furniture Warehousemen's Association

Consign to LYON



Immediate service when bill of lading received.

Two modern fireproof warehouses conveniently located in residential districts with private spur

Collections handled r, 1924

Agents:

Baldwin Universal Co.

LOS ANGELES, CAL.



# Co-operation

Consign to L. A. Warehouse-the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co. 316 Commercial St. Los Angeles



LOS ANGELES, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION

STORAGE \*\*\* MOVING

LOS ANGELES **OFFICE** 

SAN DIEGO OFFICE

941 W. 16th ST. 962 Second St. THREE WAREHOUSES-PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Associatio National Furniture Warehousemen's Association

LOS ANGELES, CAL. [

RICHARDS TRUCKING & WAREHOUSE COMPANY

668 SO. ALAMEDA ST. LOS ANGELES, CALIF.

We solicit

We solicit
your commercial storage and pool car distribution, as we are located on free trackage.
and operate both City
and Interuban Motor
Truck Service, in most
of the territory surrounding Los Angeles.
We are authorized franchise carriers
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES

LOS ANGELES, CAL.

WEST COAST

REHOUSE CO. OF LOS ANGELES

MERCHANDISE STORAGE DISTRIBUTION

Ample Trackage Efficient Service Central Location

Address-

Sixth and Utah Sts.

LOS ANGELES

E. Jordan Brookes, Owner and Manager.

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1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles Free and U. S. Customs Bonded Storage Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display
Desk Space with Desk and Office Service Rented
Cotton Pressed to High Density
Special equipment for the proper handling of various
commodities
Steamer Space booked when requested

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

Bonded for \$100,000.00

UNION TERMINAL WAREHOUSE COMPANY UNION TERMINAL WAREHOUSE CORPORATION SHATTUCK & NIMMO WAREHOUSE COMPANY LOS ANGELES, CALIFORNIA

OAKLAND, CAL.



California Shipments Promptly Handled

-Distributors of pool Los Angeles car shipments.

1335 S. Figueroa Street -Private spur.

-12 fireproof depositories in California.

San Francisco 13th and Mission

Oakland 22nd and San Pablo

OAKLAND, CAL.

Freeno

1248 Van Ness Ave.





AL. T. GIBSON, Pres

SAN DIEGO, CALI

WE SOLICIT YOUR SHIPMENTS AND POOL CAR DISTRIBUTION

PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES OFFICE—941 W. 16th St.
SAN DIEGO OFFICE—962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousenen's Association
National Furniture Warehousenen's Association

SAN FRANCISCO, CAL.



California Shipments Promptly Handled

Distributors of pool car shipments. S. Figueroa Street

Private spur.

-12 fireproof depositories in California.

San Francisco 13th and Mission

Oakland 22nd and San Pablo

SAN FRANCISCO, CAL.

1248 Van Ness Ave.

1335

Consign to

THE HASLETT WAREHOUSE CO.

GO CALIFORNIA ST., SAN FRANCISCO
Plomeer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary

Member American Warehousemen's Ass'n.

Member American Chain of Warehouses.

SAN FRANCISCO, CAL.





AL T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Storing and Distributing Merchandise Our Specialty

Let us handle your San Francisco shipments.

We supply the necessary services for the handling of merchandise through a modern warehouse.

San Francisco Warehouse Co. 625 Third Street



SANTA MONICA, CAL.

PIANO MOVING A SPECIALTY

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The Men Who Distribute

U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

COLORADO SPRINGS, COLO. [

The PIKES PEAK WAREHOUSING CO.

N E W FIREPROOF WAREHOUSE.
Merchandise and household goods pool cars distributed. Local and interurban motor truck service.
Private switch; free switching. Four trunk railroads, Every attention given by responsible heads,



Members N. F. W. A., C. W. C., and Colo. T. & W. A.

DENVER, COLO.

A. H. AMICK



Amick Transfer & Storage Co.
1029 Santa Fe Drive, Denver, Colo. FIREPROOF WAREHOUSE

Pool cars distributed. Local and interurban truck service. Low insurance rates.

Household Goods Complete packing service, Reciprocity at every opportunity. Open or private storage.

DENVER, COLO, [

The Johnson Storage and Moving Company, Inc. 221 BROADWAY MODERN FIREPROOF WAREHOUSE DENVER, COLORADO

Member & C. T. & S. A.

Household Pool Car Distributors

DENVER, COLO.



Your Stocks With Us 150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution. 42 teams and trucks insure prompt service to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.

DENVER, COLORADO 1700 Sixteenth St.

1924

DENVER, COLO.

F. C. Bartle, President

# The Merchants Storage & Transfer Co., Inc.

### Drayage and Storage Distribution

OFFICE 1556 Wazee Street Telephone Main 6667 WAREHOUSES 1536 Wynkoop St. Telephone Main 1632

### Sprinkler System Warehouse

Free Switching from All Railroads
Centrally Located in Shipping District
Storage of Merchandise and Household Goods
Household Goods Shipped to All Points
at Reduced Rates

# Distribution of Pool Cars Our Specialty Member

Central Warehousemen's Club Colorado Transfer Companies Association American Warehousemen's Association Denver Transfer Companies Association National Furniture Warehousemen's Association

Correspondence Solicited

PUEBLO, COLO.

# Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

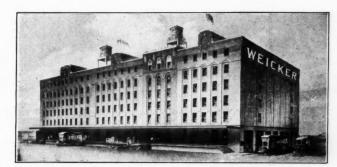
SAGE

Transfer & Storage Co.

DENVER, COLO.

# When You Need SERVICE

# in Denver and vicinity



we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute
General Merchandise,
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

### THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street Denver Colorado TRINIDAD, COLO. [

The Place to Get Service

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

### THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods Warehousing and Distribution Private siding—Free switching Low Insurance—Prompt Service

HARTFORD, CONN. [

### **FURNITURE STORAGE**

SEND US YOUR SHIPMENTS Crating, Packing Pianos, Furniture and China Our Specialty

BARTLETT BROS.
212 Asylum St., Hartford, Conn.

HARTFORD, CONN. [

Established 1850

**Incorporated 1908** 

Ship Freight in Care of

# The Bill Brothers Company

GENERAL TRANSFER AND FORWARDING AGENTS

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

### STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN. [

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

Joseph M. Pelchat, Proprietor

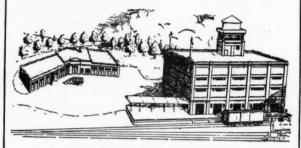
Local and Long Distance
FURNITURE AND PIANO MOVING Packing, Crating and Shipping of PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN. [

### Hartford Despatch and Warehouse Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of AMERICAN WAREHOUSEMEN'S ASSOCIATION NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC. CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

NEW LONDON, CONN. [

# B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover-Freight and Baggage Transfer-STORAGE

WATERBURY, CONN. 1

### The Ralph N. Blakeslee Company

Storage | Furniture | Merchandise

Local and

Trucking | Long Distance Large Padded VANS for Furniture Moving

WATERBURY, CONN. [

### Waterbury Storage Company

Members N. F. W. A.

John Moriarty, Inc., Prop. Est. 1877 127 East Main St.

Elevators

Fireproof Buildings Membera N. F. W. A.

Cap. 562 Rooms

WASHINGTON, D. C.

# KRIEG'S EXPRESS & STORAGE CO.

616 Eye St., N. W.
HOUSEHOLD GOODS EXCLUSIVELY
PACKING SHIPPING CRATING
Non-Fireproof and New Fireproof Storage
Personal attention given to all shipments and
collections Motor Trucks and Padded Vans
MEMBERS OF N. F. W. A.

1924

### WASHINGTON, D. C.

**Fireproof** Construction Service-Promotion

Regular Long Distance Hauling **Baltimore to New York** and Way Points-Services



Smith Transfer & Storage Co. 1313 You Street, Washington, D. C. MEMBERS N. F. W. A.

### WASHINGTON, D. C.

UNITED STATES STORAGE CO. 418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture Warehousemen's Association

Efficient and Courteous Service

Modern Fireproof Warehouse

We are prompt in all things.

Member: American Warehousemen's Assn.

JACKSONVILLE, FLA.

### UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

### MIAMI, FLA.

### The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse. Facilities for distribution of pool cars. Moving, packing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

### ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Post Office Drawer No. 1672
100-112 West Amelia Avenue
Storage and Distributing of General Merchandise,
Machinery, Household Goods
Private Siding. A.C.L.R.R.
Member National Furniture Warehousemen's Association
Sprinkler Protection
It's a pleasure to serve you

### PENSACOLA, FLA.

### Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.
Receiving and Warehousing of General Merchandise in carloads or less than carloads.

Merchandise stocks carried and records kept for out-of-town

Cor. Chase & Alcinez Streets

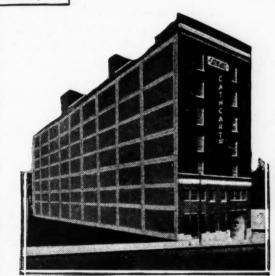
### TAMPA, FLORIDA

### JOBBERS WAREHOUSING COMPANY

Storage, Distribution, Forwarding Hauling and Stevedoring

31,000 Sq. Ft. Floor Space Private R. R. Sidings and Docks, Deep Water "Anything from Parcel Post to Steamship Cargoes"

### ATLANTA, GA.



CATHCART VAN AND STORAGE CO. HOUSEHOLD GOODS EXCLUSIVELY

MEMBERS N. F. W. A.

### AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES MERCHANDISE WAREHOUSING AND DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest. But Our Service as Good as the Best.

### THE PURCHASING POWER

of the field covered by

### Distribution and Warehousing

is that of an industry with a total investment of more than \$1,000,000,000.00

SAVANNAH, GA. [

### Savannah Bonded Warehouse and Transfer Co.

General Storage-Re-Consigning Distributing—Forwarding
Prompt and Efficient Service Exceptional Facilities Custom House Brokers

Track Connections with all Railroads and Steamship Docks

Members American Chain of Warehouses Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
Savannah, Ga.

BOISE, IDAHO

### PEASLEY

TRANSFER & STORAGE COMPANY STORAGE, TRANSFER AND FORWARDING 419 SO. EIGHTH STREET

BLOOMINGTON, ILL.



### The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

### JOHNSON TRANSFER CO.

Bloomington, Illinois

The Men Who Distribute

### Welch Grape Juice

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

BLOOMINGTON, ILL. [

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

### BRUNTON TRANSFER & STORAGE CO.

Since 1905

Piano and Furniture Moving. Packing, Forwarding and General Cartage. Long Distance Moving a Specialty

Reduced Rates on Household Goods and Automobiles to all Parts of the West and British North-West.

415 N. Center St.

Phone 813

CAIRO, ILL.

Cairo Storage and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS Incorporated-Bonded-Licensed COAST TO COAST SERVICE BY WATER OR RAIL SHIP US YOUR POOL CARS FOR DISTRIBUTION ALL RATES BREAK ON CAIRO

CENTRALIA, ILL. [

### A. J. McCLELLAND TRANSFER & STORAGE CO.

Fireproof Warehouses. Motor Truck Service. WE SPECIALIZE IN Freight and Long Distance Hauling. Storage of Household Goods—Merchandise. Packing

CHAMPAIGN, ILL. URBANA, ILL.

### WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

Champaign, Ill.

CHICAGO, ILL. I

### BEKINS

### HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 805 BEDFORD BLDG., Chicago NEW YORK, BOSTON. BUFFALO, CINCINNATI

CHICAGO, ILL.

### CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway-In the worldfamous Central Manufacturing District-The geographical center of Chicago.

No Switching Charges-No Cartage-No Delays. 650,000 square feet of fireproof space. Insurance rate 71/20

No Trap-Cars Here L. C. L. Freight Loaded Direct to Destination WHY NOT USE THE BEST FACILITIES?

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CHICAGO, ILL.



BAER FIREPROOF WAREHOUSE CO.

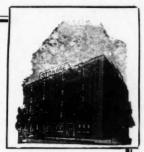
POOL CAR DISTRIBUTORS
Of Furniture and Pianos
Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture housemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.
General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

### **EMPIRE** STORAGE **COMPANY**

Fireproof Warehouses For Household Goods (Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.



"Ship the Empire Way"

EMPIRE STORAGE COMPANY

ST. AND COTTAGE GROVE AVE. 52ND

MEMBER

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the -

Continental Warehouse Co. 416-434 West 12th Place — Chicago

Sprinkled warehouses in the heart of the freight terminal district

CHICAGO, ILL.



### More Than 100 National Distributors Use G & W Service WHY?

Modern warehouses within easy access of wholesalers and all other lines of industry; and within one mile of all freight depots and docks. Private switch tracks accessible to all railroads through Belt Line connection. Daily trap-cars to all railroads. Special department for parcel-post and express shipments. Daily cartage deliveries to all parts of the city and suburbs. All of these things combine to make "G & W" THE COMPLETE DISTRIBUTING SERV-ICE FOR MERCHANDISE.

GRISWOLD & WALKER, Inc. 1525 Newberry Ave. Chicago, Ill.

CHICAGO, ILL

J. H. MEYER, Pres. A. W. MEYER, V. Pres. ED. WEBER, Secy.

Federal Fire Proof Storage Company

Removals, Packing, Shipping

1230-1232 N. Clark Street 871-873 N. State Street

ALL PHONES DIVERSEY 0600

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

CHICAGO, ILL. [

### HARDER'S

Fireproof Storage & Van Co.

Largest System of Fireproof Storage Warehouses in the United States

### **HOUSEHOLD GOODS**

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

### **MERCHANDISE**

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.



Pool Car Distributors Members N. F. W. A., A. W. A., Ill. W. A.

OAKLAND Fortieth Street and Calumet Ave. DARLAND
Fortieth Street and Calumet
KENWOOD Cottage Grove Ave.
WOODLAWN
East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

Harder's Fireproof Storage & Van Co.

General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL. [

"NO DELAYS"

## Edward Lasham Co.

Merchandise Storage Pool Car Distributors Teaming and City Delivery Seventy-Five Motor Trucks and Wagons Downtown Modern Warehouse Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington &

### EDWARD LASHAM CO.

1559 S. State St. Chicago Illinois

CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of

National Furniture Warehousemen's Association, Illinois, New

York and Southern Warehousemen's Association.

Our Seventh Warehouse on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments. Warehouses A-B-C-D, West Side, Ogden and Winchester Aves. Warehouses E-F, North Side, Sheridan Road and Sheffield Ave. Warehouse G, North Side, Broadway near Devon Ave.

Free Switching

CHICAGO, ILL.

Crane Service

Storage for

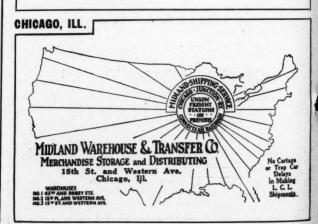
## MACHINERY

Exclusively

Machinery Warehouse Co.

74th and Ashland Ave.

Chicago



CHICAGO, ILL.

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### MERCHANDISE STORAGE

FROSTPROOF

Very Low Insurance Rates CM&STP Ry. Track Inside Buildings

### The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Service is not a matter of big things alone, but of a multitude of things, many of them small, that contribute to a result that is more than just satisfactory.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.

## Have Your Own Transfer Representative In Chicago

F you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us,

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

Jos. Stockton Transfer Co. 1020 So. Canal St. Chicago, Ill.

CHICAGO, ILL.

### Soo Terminal Warehouse

519 W. Roosevelt Road

Chicago, Illinois

Merchandise Storage and Distribution Pool Cars Efficiently Handled

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

SHICAGO, ILL.

# TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

New York Office and Warehouse: 28th St. & 11th Ave. Erie R. R. Tracks Tel. Chelsea 7845-7846 Chicago Office and Warehouse: Clark & 14th Sts. Erie R. R. Tracks Tel. Victory 2360-2429

CHICAGO, ILL.

# SOUTH SIDE STORAGE FOR SOUTH SIDE DISTRIBUTION

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is Service, prompt, efficient and reliable.

Direct Connection with All Roads

## SOUTH SIDE SHIPPING & STORAGE WAREHOUSE

131-135 West 63rd Street

Phone Normal 6266

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

CHICAGO, ILL. [



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AT HICAGO



### SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the Largest Public Warehousing Unit West of the Atlantic Seaboard.

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per 8100 per annum.
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-intransit. Prompt rail reshipments anywhere, without cartage. Pool cars broken, Automobile storage and reshipment a specialty. Negotiable Recelpts issued.



### DANVILLE, ILL.

### Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses,
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

### DECATUR, ILL |

SINCE 1892

### Hamman Bros. Transfer & Storage Co.

Decatur's pool car distributors. Private switch to the ONLY FIRE-PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:-Williams St. at Broadway

### DECATUR, ILL.

### MERIDITH STORAGE CO. 320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION
Bailroad frontage. Three blocks to all freight depots
VANS—TRUCKS—DRAYS
Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

### ELGIN, ILL.

### Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

good sized towns. The connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available. Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

### MATTOON, ILL.

Est. 1884-Inc. 1911

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Central Illinois over new hard roads at extremely reasonable rates.

# HAYES

TRANSFER & STORAGE CO.

113-121 North 15th Street

Private Siding. Pool Car Distribution.

The Men Who Distribute

### Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

1924

MOLINE, ILL.

### Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
1205-1209 Fourth Ave.
Moline, Illinois

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

# O'Neill Bros. Transfer & Storage Co. Merchandise Hauling

Carload Shipments Distributed
Freight Handled Promptly
Pool Car Distributing
Merchandise and Furniture Storage

Commercial Furniture Warehousing 617-619-621 S. Water St. Peoria, Ill.

ROCKFORD, ILL

# **BARTLETT**Storage Warehouse

Fireproof Construction

Trackage
Free Switching
Central Location

Downtown District and all freight stations within 4 blocks

506-514 Cedar Street, Rockford, Illinois

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

SPRINGFIELD, ILL.

### Merchants Transfer & Storage Co. BONDED WAREHOUSE

STORAGE, PACKING, MOVING AND SHIPPING HANDLING MERCHANDISE CARS A SPECIALTY HEAVY AND LONG DISTANCE HAULING 1000 EAST MONROE STREET SPRINGFIELD, ILL.

SPRINGFIELD, ILL.

Moving Household Goods
Long Distance Hauling—None Better

# CHAS. UNDERFANGER

PROPRIETOR

### WEST END STORAGE

TELEPHONE MAIN 601 SPRINGFIELD, ILL.

Warehouse: 916 West Washington Street Residence: 107 South State Street

FORT WAYNE, IND.

# Pettit's Storage Warehouse Co.

### Storage, Transfer, Distribution

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries.

### EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution PRIVATE SIDING



FORT WAYNE, IND.

# Fort Wayne Storage Company FORT WAYNE, INDIANA

General Merchandise Storage and Forwarding

INDIANAPOLIS, IND.

### The American Warehouse Co. 211 West South Street

Merchandise Warehousing and Distribution

FIREPROOF
C. C. & St. L. Ry. Siding. Free switching from other Railroads

INDIANAPOLIS, IND.

### BRYANT & SON TRANSFER CO.

238 S. ILL. ST.

INDIANAPOLIS

Same Day Delivery on L. C. L. Shipments

We do all theater business in city, and most of the hotel work. Fifteen vehicles in service, covering all parts of the city daily. We cater especially to L. C. L. shippers who want QUICK service. Zoned map of city and rates on application. Reference any hotel or theater in city.

Ship Your Cars to
INDIANA'S
LEADING
WAREHOUSE

MADISON

MILWAUKEE

GRAND RAPIDS

LANSING

MILWAUKEE

GRAND RAPIDS

LANSING

CHICAGO

MICHIGAN

BOUTH

MALANAZOO

ACRISON

CHICAGO

MICHIGAN

PERU

MALANAZOO

TOLEDO

SANNSKY

SANNSKY

LANSING

PERU

MARIFORD CITY

### INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO. Indiana Licensed Class A Warehouse 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.

Private R. R. Siding—Free Switching.

Over 21 Years Continuously Serving

Local and National Firms

INDIANAPOLIS, IND.

# Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

# Indianapolis Warehouse Co.

### MERCHANDISE ONLY

In the 9th year, with a steady increase each month. Our rates are as low as any house in the United States because our "overhead" will permit it. We do not lose our customers, and add new ones right along.

Out of 22 employees, 16 have been in our employ 8 years—they know how. Our office methods are exact. Write us for rates.

FRANK A. TODD, V.P. and Gen. Mgr.

INDIANAPOLIS, IND. |

# INDIANAPOLIS, IND.



### TRIPP WAREHOUSE COMPANY

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies.

SOUTH BEND, IND.

### WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warchouse Receipts Issued.

Members:

Members: Central Warchousemen's Assn.

Members: Central Warchousemen's Club
American Chain of Warchouses

**BURLINGTON, IOWA** 



Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis, Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.
Burlington, Iowa

CEDAR RAPIDS, IOWA

### Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service
Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

COUNCIL BLUFFS, IOWA

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

# FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse
Moving Packing Shipping



Omaha, Nebr. 813 Douglas Street Council Bluffs, Ia. 700 S. Main Street

700 So. Main St.

DAVENPORT, IOWA



Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport
Reference 93—Nationally known Firms Using Our Distributing and Warehouse
Service
EWERT & RICHTER EXPRESS AND STORAGE CO.
Davenport, Iowa

DES MOINES, IOWA

# When You Think Of IOWA - Think BLUE - LINE Storage Company

The Shortest Distance Between Sales and Delivery Increases Sales

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

Blue Line Storage Co.

L. E. Stone, Mgr. Des Moines, Iowa Associated
With A National Group
of Good Warehouses
Represented By
Distribution Service Inc.
CHICAGO NEW YORK
GT W.Ean St. 100 Boxes St.
Saprice 9066 Benington 888

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

Merchandise and Furniture Warehouse Distributors and Forwarders

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des

Des Moines, Iowa

DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

# Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members

cwc

DES MOINES, IOWA

TRANSFER WARE TRANSFER
@ STORAGE
Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way Member I, W. A,

MARSHALLTOWN, IOWA

### EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for lowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

OTTUMWA, IOWA

### DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

## ROSENT

Fireproof and Steam Heated Storage 300 Iowa Street, Sioux City, Iowa

SIOUX CITY, IOWA.

# RATHBUN Van & Storage Co.

You built your factory to make things in, not to store them. Storage is the business of warehouses. Release that valuable factory space for manufacturing, and put the goods where your customers in Iowa, Nebraska, Kansas, Minnesota and the Dakotas can get them sooner.

We act as your western shipping room, having five railways right at our doors. Ship by carloads, and more than pay our charges out of the savings. Write for tariff on your goods.

WATERLOO, IOWA

### IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

The Men Who Distribute

### Revere Sugar

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### HUTCHINSON, KANSAS [

### MERCHANTS TRANSFER & STORAGE CO.

EST. 1900

We operate separate warehouses for storage and distribution of both

## Household Goods and Merchandise

We are equipped to render every warehousing service and three railroads serve our warehouses with private sidings, eliminating handling charges and assuring you of maximum

Qualified by twenty-three years' experience to represent you in this terri-

Located on Rock Island, Santa Fé, Missouri Pacific 13 First St., West

#### KANSAS CITY, KANSAS [

#### THE INTER-STATE TRANSFER & STORAGE COMPANY PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0073 We handle approximately 75% of all the freight shipped to Kansas City, Kan L. J. Canfield.

#### PITTSBURG, KANSAS I

### Best Location for KANSAS, MISSOURI, and OKLAHOMA

MERCHANDISE STORAGE and POOL
CAR Distribution
Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc. P. O. Box 527

#### TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

### THE TOPEKA TRANSFER & STORAGE CO., Inc.

Established 1880

Three houses for

### Merchandise—Household Goods

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

#### WICHITA, KANSAS [

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

### BROKERS OFFICE & WAREHOUSE CO. -Bonded-

143 North Rock Island Ave.



Private Siding, Direct Connection all Railway Lines Entering City. Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

#### WICHITA, KANSAS I

### Best Distributing Point for the Southwest

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFI-CIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments-Care of

### Southwestern Transfer and Storage Company

Office—421 N. Water St.
Warehouse—428-432 N. Wichita St., Wichita, Kansas POOL CAR DISTRIBUTORS Correspondence solicited

#### WICHITA, KANSAS [

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Tress. J. H. BRUGH, Sec., Gen. Mgr.



Storage, Forwarding and Distributing 300,000 SQUARE FEET

CAPITAL \$100,000,00



Three Warehouses (Fireproof) Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

### UNITED WAREHOUSE CO.

Wichita, Kansas 115 N. Meade & 815 E. 2nd

Kansas City, Mo. 2114 Central St.

LEXINGTON, KY.

### W. R. MILWARD

**Furniture Storage** 

Packing and Shipping

159-161-163 North Broadway

LEXINGTON

KENTUCKY

ESTABLISHED 1879

LEXINGTON, KY.

# UNION TRANSFER & STORAGE COMPANY

INCORPORATED

Merchandise and Furniture Storage Distributors and Forwarders Warehouses on Private Sidings

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

#### LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President 'E. H. Bacon, Vice-President



LOUISVILLE, KY.

PACKAGE DELIVERY



### Cover by Schedule Routes

Louisville, Ky. New Albany, Ind. Jeffersonville, Ind. 2 times daily. Once each day. Once each day.

LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets We Move, Pack, Store and Forward Household Goods Member N. F. W. A. NEW ORLEANS, LA. [

### NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only one-half square from Mississippi River.

Track facilities for seventy-three (73) cars at one time.

Operated in conjunction with *Dennis* Sheen Transfer, Inc., oldest and most complete hauling corporation South.

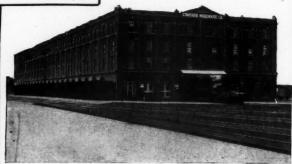
Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.

New Orleans, La.

NEW ORLEANS, LA. [



### All You Desire

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

# STANDARD

Warehouse Company, 100 Poydras St., New Orleans, La. BANGOR, MAINE

### GUY P. BAILEY

Storage Warehouse

75-85 French Street

Household Goods and General Merchandise POOL CAR SHIPMENTS

BANGOR, MAINE

### McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

### General Storage and Distributing

Capacity 70,000 Sq. Ft.

Rail and Water Connection Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association American Chain of Warehouses

PORTLAND, MAINE

# Galt Block Warehouse Company PORTLAND, MAINE

### STORAGE, GENERAL MERCHANDISE AND HOUSEHOLD GOODS

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine J. S. SAWTELLE, Manager.

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

### BALTIMORE STORAGE & MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Balt. F. W. A.

Fireproof W'h's'e in rear

BALTIMORE, MD.

Low Insurance Rates

### Merchandise Warehousing

&

### Distribution

Complete modern Warehouse Service to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

### CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St. "We Give Service, Don't Promise It."

BALTIMORE, MD.

# **FIDELITY**

### STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively Your Clients Efficiently Served All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association. National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD. [

### Guilford Warehouse Co.

Baltimore, Md.

Located in the center of Baltimore's wholesale and jobbing district.

### Direct Penna. R. R. Siding

General merchandise of all kinds. Pool cars and L. C. L. shipments accepted. Motor truck service. Get our rates before making consignments to Baltimore.

BALTIMORE, MD.

# THE KAUFMAN FIREPROOF STORAGE WAREHOUSES

Chas. H. Kaufman, Prop.

General Offices

524 to 530 W. Lafayette Ave., Baltimore, Md.

Warehouses:

524-534 W. Lafayette Ave. 532-534 W. Lafayette Ave. 1404-1406 Division St. 1405-1407 Brunt St. Members: N. F. W. A. A. W. A. Balt, F. W. A.

MOTOR VANS FOR LONG DISTANCE HAULING

BALTIMORE, MD. [

Established 1879

# MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

Furniture Storage — Packing — Moving Carpet Cleaning

Members N. F. W. A. and B. F. W. A.

#### BALTIMORE, MD.

### Security Storage & Trust Company

Resources Over One Million Dollars
15 W. North Avenue

FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN

Members of .

Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

### ARLINGTON, MASS.

### ARLINGTON STORAGE WAREHOUSE 20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sec-

Household Goods Exclusively Modern Heated Piano Room Separate Locked Rooms for Furniture

First-Class Auto-Truck Service Packing and Shipping Anywhere Consignments Solicited

#### BOSTON, MASS. [

# For Service in Boston It's Commonwealth

Where Rail Meets Sail



Cold storage for all classes of perishable merchandise.

Directly connected side track on New York, New
Haven & Hartford.

General storage space for all classes of merchandise.

Perfect local distribution facilities.

COMMONWEALTH
ICE AND COLD STORAGE CO.
220 Northern Avenue, Boston, Mass.

The Men Who Distribute

Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

## Dorchester Fireproof Storage Warehouse

Moving—Packing—Shipping

We operate a fleet of modern enclosed padded vans.

Our complete service covers Boston and all suburbs.

Office and Warehouse: 690 Dudley St., Boston



Members { N. F. W. A. A. W. A. Can. W. A. Mass. W. A.



### BOSTON, MASS.



FURNITURE AND PIANO MOVERS

# HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising fortyone thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

#### BOSTON, MASS. FOREST HILLS, MASS.

# The Forest Hills Storage and Warehouse (Bonded) 126 CALL STREET

Ceneral Merchandise—Distributing—Separate Rooms for Furniture. Bonded Warehouse, Our own side track—direct,

N. Y., N. H. & H. R. R. Consign to Forest Hills Station.

#### BOSTON, MASS.

### GIBBS EXPRESS Co. YETTEN'S STORAGE

ESTABLISHED 1845

232 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing We operate 6 motor trucks and 6 horse drawn vehicles

#### BOSTON, MASS. BRIGHTON, MASS.



Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

BOSTON, MASS. [

# Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores 308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad

Dockage for Steamers and Vessels

Storage of Wool, Leather and General Merchandise

> Fort Hill Storage Warehouse 415-429 Atlantic Avenue 76-86 Purchase Street

> > General Merchandise

George W. Blinn, Manager

#### BOSTON, MASS.

### Quincy Market Cold Storage and Warehouse Co.

# STORAGE FOR FREE AND BONDED MERCHANDISE

#### Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction — Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.



Summer Street Stores, 2,000,000 cu. ft. Fire-proof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

### GEORGE S. LOVEJOY, Manager

General Storage Department
Main Office:
178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

### TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown Boston & Main siding Adjoins Mystic Wharf

Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES DIRECT TRACK CONNECTIONS BOSTON & MAINE R. R.

SHIPPING DIRECTIONS MYSTIC WHARF BOSTON, MASS.

CARTAGE TO AND FROM FREIGHT STATIONS AND BOAT LINES

E Street Stores, South Boston Direct R. R. connection with N. Y., N. H. & Hartford

### Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL SERVICES USUALLY PERFORMED BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

#### BROCKTON, MASS.

**Brockton Fireproof Storage Company** 

43 North Montello Street, Brockton, Massachusetts Telephone Brockton 1140

General Merchandise.

Distributing. Separate Rooms for Furniture. Negotiable Receipts.

Bonded Warehouse. Our Own Side Track. Member A. W. A. Located in center of business and shipping district on N. Y., N. H. & H. R. R.

HOLYOKE, MASS.

Sheldon Transfer & Storage Co., Inc. ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H.& H.and B.& M.Sidings

#### CAMBRIDGE, MASS.



shipping goods by rail, consign to our care via Boston and Albany B. R., East-dige Station. Car lots will be placed at our door on our own private siding. METROPOLITAN STORAGE WAREHOUSE CO. 134 Massachusetts Avenue, Cambridge, Mass. AWARREN B. HIBBERT, Manager

NORTHAMPTON, MASS. [

GLEASON BROTHERS
P. P. Gleason

Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 158

SPRINGFIELD, MAGO.

### **BILL KNEELAND'S MOTOR EXPRESS** STORAGE WAREHOUSE

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St. Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St. POOL CAR DISTRIBUTION

WORCESTER, MASS. J. W. MacGregor

George A. Bowker

### GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise Carload and Pool Lots a Specialty B. & M. R.R. SIDING NEW BUILDING 122-124 Central Street 111-113 Thomas Street

Reliable Service

### GREENFIELD, MASS. [

#### Greenfield Storage Company

Fire Proof Public Warehouse B. & M. R. R. Siding—Free Switching. COLD STORAGE—MERCHANDISE— FURNITURE

Machinery Transfer—Long Distance Trucking Commercial and Truck Garage adjoining



#### WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

### Bowler Storage and Sales Company

General Merchandise Warehousemen Specializing in Receiving, Storing and Distributing General Merchandise for Manufacturers, Agents and Brokers.

By an Organization Whose Policy Is

SECURITY, SYSTEM and SERVICE

#### WORCESTER, MASS.

### NORTHEASTERN STORAGE & DISTRIBUTING CO.

Storage and Distribution of General Merchandise

Pool Car Distribution

Railroad Facilities

#### WORCESTER, MASS.

### School Street Storage Warehouse Co.

44-52 School St.

Storage, Shipping, Packing of Household Goods General Merchandise Distribution; Pool Car Shipment

MEMBERS A. W. A. AND N. F. W. A.

#### BAY CITY, MICH.

# The Riverside Truck & Storage Co.

#### General Merchandise Distribution

Storage of Household Goods and Merchandise. Car Load Lots and less than Car Load Lots.

Private Railroad Track. Sidings on All Railroads Entering Bay City.

#### Office and Warehouses:

Cor. 2nd and Adams St., Bay City, Mich.

#### BAY CITY, MICH. [

G. VAN HAAREN

V. VAN HAAREN

#### P. Van Haaren & Sons Storage Co. FIRE PROOF STORAGE

Steel Compartments for Furniture Storage GENERAL TRANSFER LINE MOTOR TRUCK SERVICE
BAY CITY, MICHIGAN

Est. 1880

#### DETROIT, MICH.

### BAIER TRANSFER CO.

Griswold at Atwater St.

Main 1496. Cherry 6424 Holiday and Night Calls—Empire 0885

MOVING-CITY and INTERURBAN STORAGE and PACKING

TRANSFER OF BAGGAGE FORWARDERS TO WESTERN COAST POINTS CANADIAN LICENSE 2 WAREHOUSES

MAIN OFFICE 142 Griswold St.

GARAGE 2973 West Grand Blvd.

#### DETROIT, MICH. [

### Your Big Desire Fulfilled— The House of Personal Service



### MICHIGAN'S LARGEST FIREPROOF STORAGE WAREHOUSE

A Safe Depository for HOUSEHOLD EFFECTS MERCHANDISE MUSICAL INSTRUMENTS

Cold Storage Vaults for Furs,

Cold Storage vaunts
Etc.
Rug and Textile Vaults
Rug and Upholstering Cleaning
Furniture Repairing
Safety Deposit Vaults
Crating and Packing

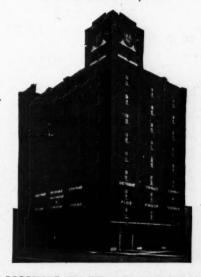
Reshipping and Distribution
Trunk Vaults and Picture
Gallery
The Finest Moving Equipment in the Middle West
Rigging and Erecting

We remit on receipt of Documents and Goods

#### DETROIT, MICH. [

# Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING Corner East Grand Boulevard and Beaubien St., DETROIT, MICH.

Member National Warehousemen's Ass'n.

#### DETROIT, MICH.

### Great Central Warehouse Company

1321—12th Street, Detroit, Michigan MERCHANDISE WAREHOUSE EXCLUSIVELY

Private R. R. Siding on Michigan Central R. R. Can Handle 40 Cars Dally.

Prompt and Efficient Service Guaranteed.

POOL CARS AND L.C.L. SHIPMENTS

MOTOR TRUCK DISTRIBUTION IN DETROIT AND VICINITY Our warehouse is located on the west side of Detroit, easily accessible to all manufacturing plants and railroad freight depots.

#### DETROIT, MICH.

### HORN'S COMMERCIAL WAREHOUSES

We store or distribute all classes of merchandise. We operate our own motor trucks and can give "SERVICE."

"THRU SERVICE WE GROW"

**DETROIT** 

MICH.

#### DETROIT, MICH.

### JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing

Shipping

Storage

Warehouse 1338 to 1348 Lafayette Boulevard Phones: Northway 2714-2982

### DETROIT, MICH.

#### MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding 5620 FEDERAL

E. B. Dixn, Manager

Detroit, Mich.

#### DETROIT, MICH.

### METROPOLITAN EXPRESS & CARTAGE CO.

Moving, Storage, Packing, Shipping WE MOVE BY VAN WITHIN 1000 MILES EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

### DETROIT, MICH.

# The Michigan Terminal Warehouse Co.

See our advertisement on front inside cover, page 2.

# Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

#### DETROIT, MICH.

WM. P. BRADLEY

JULIUS BERMAN Vice President

FREDERICK B. BROWN
Secretary Treasurer

XUM

# RAILROAD WAREHOUSE INC.

DETROIT, MICHIGAN

OFFICE:

General

WAREHOUSE:

1212 First National Bank Bldg.

Merchandise

6930 West Jefferson Avenue

Telephone, Main 2922

Storage

Telephone, Cedar 5060

50,000 Square Feet of Ground Floor Space

### Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.

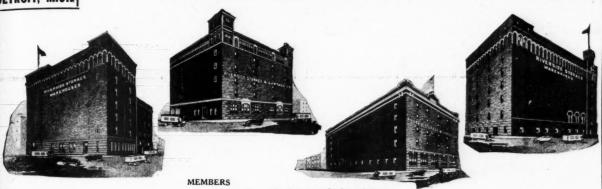
Inside and outside space for coal, lumber, brick and building material of all kinds. Carload lots or L.C.L. shipments.

WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT

EFFICIENT SERVICE

CARTAGE FACILITIES





J. D. DUNN President & Treasurer American Warehousemen's Association
National Furniture Warehousemen's Association

R. CROUL DICKINSON Vice-President C. H. BREAULT

# STORAGE—REMOVALS—PACKING—SHIPPING "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

# RIVERSIDE STORAGE and CARTAGE CO.

DETROIT, MICHIGAN

DETROIT, MICH.

### WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE

AND
TERMINAL RAILROAD

Storage

Moving

**Packing** 

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage FLINT FIREPROOF STORAGE CO. 615 East 6th Avenue

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

GRAND RAPIDS, MICH.

### LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



# COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"
MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks. Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.

Free Switching

#### GRAND RAPIDS, MICH.

### Most Up-to-Date Warehouse in Michigan

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

### General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued,
Pool Car Distribution.

Furniture Manufacturers Warehouse Co. 505-511 Fulton Street, West Grand Rapids, Mich.

#### GRAND RAPIDS, MICH. [

### MOVING, PACKING, STORING

Every load protected by insurance while in transit Courtesy, Service, Safety Long Distance Moving

GRAND RAPIDS STORAGE & VAN COMPANY 1546 Lake Drive, S. E. Grand Rapids, Mich.

### GRAND RAPIDS, MICH.



### MICHIGAN'S GREAT "BREAK BULK" POINT

If manufacturers in your town do business in Michigan, tell them about the importance of Grand Rapids as a distributing point. It is located right in the heart of this State, which it feeds through

Ideally located in this city, we have built a group of 12 specialized warehouses where we handle and store all sorts of commodities.

Our Furniture warehouse, with its special rooms for rugs, trunks, pianos, etc., boasts of three 22 ft, elevators and one 28 ft, elevator which carry loaded vans direct to the desired floors—cutting handling costs in half.

#### RICHARDS STORAGE COMPANY

Michigan, Ottawa and Ionia Aves. Grand Rapids, Mich.

#### LANSING, MICH. [

"Center of Michigan"

### Fireproof Storage & Transfer Co.

SERVICE-SAFETY-SATISFACTION-GUARANTEED

MOVE—PACK—CRATE—TRANSFER FIREPROOF WAREHOUSE-PRIVATE SIDING POOL CAR DISTRIBUTION

#### LANSING, MICH.

### LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

#### RUG-TRUNK-SILVER VAULTS

WE KNOW HOW

Washington Ave. at Genessee St.

### SAGINAW, MICH.

### CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R. SAGINAW, MICH. N. Michigan Ave.

#### DULUTH, MINN. [

Established 1892
Thirty-One Years of Experience

### DULUTH VAN & STORAGE CO.

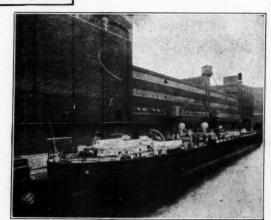
18 Fourth Avenue, West Modern Storage Facilities for Household Goods & Merchandise POOL CAR DISTRIBUTORS Located on Terminal Tracks-No Switching Charge

#### DULUTH, MINN. [

### TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING
Largest Padded Vans in the City
Private Switch—No Switching Charge
Freight, baggage and express transfer. Furniture packing and moving, and heavy hauling, private locked rooms, heated plane and painting rooms.
Advanced charges remitted instantly. Reciprocity at every coportunity.
POOL CARS DISTRIBUTED 17 NORTH FIFTH AVE., WEST

#### DULUTH, MINN.



### McDougall Terminal Warehouse Co.

Owners of
MINNESOTA-ATLANTIC TRANSIT COMPANY Duluth, Minnesota

#### The Northwest's Newest and Greatest Terminal

Northwest's Newest and Greatest Tern
350,000 sq. ft. General Storage Space
1,000,000 cu. ft. Cold Storage Space
90-Car Track Capacity—Free Switching
Insurance Rate 10c Complete Service
2,000 feet Water Front
Water Transportation
Refrigerated Motorships and Steamers
Bi-Weekly Sailings Direct to New York
All-water No Transfer
Fastest Lake and Rail Service
Sailings Every Other Day—All Eastern Points
Via Port Huron, Mich.

### McDougall Terminal Warehouse Co.

Duluth, Minnesota Minneapolis

DULUTH, MINN.

SECURITY STORAGE & VAN CO., 14 EAST MICHIGAN ST.

STORAGE AND TRANSFER OF HOUSEHOLD GOODS AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

### THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

**NET RESOURCES \$450,000.00** 

### Outstanding Facts About BOYD

Storage Plant Covering an entire City block. Fireproof Warshouse for Household Goods with 1800 Rooms and Compartments.
Freight Depot on C. G. W. R. R. for Merchandise Storage and Distribution. Trackage for Twenty

Largest Pool Car Forwarders in the Northwest. Forty Motor and Horse-drawn Vans covering every part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE

MINNEAPOLIS, MINN.



### TRANSFER & STORAGE CO. 734-758 Fourth Street North

Distributing and Warehousing Merchandise and Household Goods

Conveniently located in business district. Trackage on C. B. & Q. and G. N. Rys. Motor Truck and Team Service Local and Long Distance Hauling

MINNEAPOLIS, MINN. [

### KEDNEY WAREHOUSE CO.

Merchandise Houses 8-22 Hennepin Ave., on C. G. W. Trap Car and Motor Truck Service

Household Goods Houses 101 Third Ave. So. on Belt Line Tracks Packing - Moving -Shipping

Members-A. W. A. C. W. C. Minn. W. A.

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

MINNEAPOLIS, MINN.

1.500,000 CUBIC FEET FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. car distributors. Complete fleet of vans and motor truck



MINNEAPOLIS, MINN.

# **MURPHY**

Transfer & Storage Co. 900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

MINNEAFOLIS, WINN.

# SECURITY WAREHOUSE COMPANY

Established 1883

# MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

L. C. L. Shipments without Cartage

**Motor Truck Deliveries** 

Located in heart of wholesale district

**Minneapolis** 



#### MINNEAPOLIS, MINN.



# Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members

N. F. W. A.

A. W. A.

Central Club

#### SKELLET COMPANY

Main Office

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

#### MINNEAPOLIS, MINN. [

Consign your Minneapolis shipments to

# The Thompson Transfer & Storage Co.

Prompt and efficient service on Pool Cars of household goods and merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

#### ROCHESTER, MINN.

Carey's Transfer & Storage

Expert Care of H. H. Goods
Long Distance Moving—Packing and Shipping
Rates to Pacific Coast

CAREY'S TRANSFER & STORAGE

Sixth St. and Ninth Ave. Northeast
Member Minnes: ta Warehousemen's Association and
American Chain of Shippers, Inc.

ST. CLOUD, MINN.

H. W. LANDWEHR

### LANDWEHR TRANSFER & STORAGE

200 Sixth Avenue, North

Moving—Packing—Storing—Shipping
Plano Moving a Specialty
No Long Distance Hauling
Local Master Service
Household Goods and Merchandise Storage
Established 1898

ST. CLOUD, MINN.

Freight Hauling Expressing

Moving Crating Packing

"SERVICE"

Merchandise Warehousing and Distribution Household Goods Storage

#### Maiers Transfer & Storage Co.

512 North 1st St. Long distance hauling

Motor Service

St. Cloud, Minn.

ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of HOUSEHOLD GOODS

ST. PAUL, MINN.

# FIDELITY STURAGES TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS
Office, 310-312 Cedar St.
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN. [

### Your Patrons in the Northwest Demand Quick Service

### Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

#### Merchandise Bonded and Cold Storage Industrial Sites

Let us help you solve your distribution problem in this territory.

#### CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and Minnesota Warehousemen's Association

Mith A National Group
of Good Warehouses
Rapresented By
Distribution Service.Inc
CHICAGO NEW YORK
47 W.Eau St. IOO Book St.
Superior 9066 Endinglish BBB

r. 1924

nn.

ST. PAUL, MINN. [

## Kedney Warehouse Co.

9th & Broadway-on G. N. & Burlington

### Merchandise Storage and Distribution

Moving, Packing and Shipping Household Goods

Members A. W. A., C. W. C., Minn. W. A.

ST. PAUL, MINN.

# ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses. Located centrally in jobbing district. LCL shipping without cartage. Motor Trucks for store door delivery. Bonded to the State.

Merchandise Storage and Distribution

ST. PAUL

KANSAS CITY, MO. [

# Serve the Southwest with United Service



KANSAS CITY WAREHOUSE

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

# UNITED WAREHOUSE CO.

Kansas City, Mo. 2114 Central St.



Wichita, Kansas 815 E. 2nd

JACKSON, MISS. I

### RICKS

Storage & Distributing Company BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods Storage and Distributing

> Modern Brick Buildings Private Siding I. C. R. R. Motor Truck Service

Members: America

American Warehousemen's Ass'n National Furniture Warehousemen's Ass'n ST. LOUIS, MO.

### ARROW

Fireproof Storage & Moving Co., Inc. 4116 N. UNION BLVD.

CONCRETE CONSTRUCTION FIREPROOF WAREHOUSE FOR FURNITURE

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

JOPLIN, MO.

Tonnies Transfer & Storage Co. 1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise Fireproof warehouses—Motor van service On railroad siding—Lowest Insurance rates

PACKING-STORAGE-SHIPPING

ST. LOUIS, MO.

### BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave. ST. LOUIS

Expert Movers and Forwarders of HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled Your Interests Will Be Safely Guarded

The Men Who Distribute

### Walker's Chile Con Carne

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving

R. U. Leonori Auction & Storage Co. American Storage & Moving Co. J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT LOUIS MISSOURI



**GENERAL** WAREHOUSING COMPANY

WAREHOUSE

ST. LOUIS, MO.

### The St. Louis Gateway.

ENNSYLVANIA Goods laid down on our floors in St. Louis SYSTEM are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

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Borley Storage & Transfer Co., Inc. Pool Car Distributor

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Est. 1907

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Are you paying a higher rate of Insurance than you should?
Are your goods stored in an absolutely fireproof warehouse?
Are your paying for high-class service and not getting it?
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The Men Who Distribute

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Quality Service

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Van Owners' Association of Greater New York
Merchants' Association of New York

NEW YORK, N. Y.

### Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

Phone Chickering 7932

Custom House License 1291

Track Connection Penna. R. R. and N. Y. Central R. R. Base Rate, 16c

P. F. D. Warehouse Corp.

Storage & Distribution

610-12 West 39th St., New York

**NEW YORK** STATEN ISLAND

C. H. BROWN, Pres.

### STORAGE RICHMOND WAREHOUSES

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

THE advertiser Who gets cold feet now Will be cold all over Two years from now.

-The Credit Monthly

The Men Who Distribute

### Konstructo Toys

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### **NEW YORK, N. Y.**

### A. Santini & Sons, Inc.

439-445 E. 149th St. (near 3rd Avenue) Bronx, New York

Located in the Hub of the Bronz





Convenient to all railroad terminals.

About /mile NY. N.H. H.& PENNRR.

### Largest Fireproof Warehouse in the Bronx

A Fleet of Fifteen Padded Vans.

Movers and Packers

Storage Forwarders

Low Insurance Rate

THE ORIGINAL SANTINI

Established 1887

#### NEW YORK, N. Y.

### SUNRISE STORAGE COMPANY, Inc.

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING

OF HOUSEHOLD GOODS

Collections made and promptly remitted

### NEW YORK, N. Y. A Room for Every Load of Furniture

# The Tiffany Fireproof Storage Warehouses 1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto
Packing—Shipping—Crating
Members of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

#### NEW YORK, N. Y.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed Minimum Handling Expense Building Equipped With Automatic Fire Alarm Erie Railroad Siding

New York Office and Warehouse: 28th St. & 11th Ave. Erie R. R. Tracks Tel. Chelsea 7845-7846

Chicago Office and Warehouse: Clark & 14th Sts. Erie R. R. Tracks Tel. Victory 2360-2429

#### NEW YORK, N. Y.

"We Move in Society"

### **HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING Storage Warehouses, 540-542 West 38th Street, New York Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NIAGARA FALLS, N. Y.

### WILLIAM YOUNG

TRANSFER AND STORAGE OF HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY "Unexcelled SERVICE"

OGDENSBURG, N. Y. I

### DELOR DOE

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Planos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

#### POUGHKEEPSIE, N. Y. I

### Birrer Motor Freight & Transportation Co., Inc.

MOVING HAULING CONCRETE DISTRIBUTING WAREHOUSE Office and Warehouse, 574-576 MAIN ST. PHONE 2059

ROCHESTER, N. Y.



### General Merchandise Storage

DISTRIBUTION AND FORWARDING Insurance Rate 12c.

Service That Brings Results

B. R. & P. Warehouse, Inc.

E. D. Davis, President Rochester, N. Y.

ľ.

ROCHESTER, N. Y. Arthur S. Blanchard, President and Treasurer

### Blanchard Storage Co., Inc.

HOUSEHOLD GOODS FIREPROOF AND NON-FIREPROOF WAREHOUSES Allen and N. Washington Streets Members NEWA, and AWA.

ROCHESTER, N. Y. [

### J. C. Clancy Carting Company Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N.Y.

### SAM GOTTRY CARTING CO. Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All

Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N.Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

ROCHESTER, N. Y.

#### ROCHESTER STORAGE WAREHOUSES

Owned and operated by

ROCHESTER CARTING CO.

Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

162-164 Andrews Street

ROCHESTER, N. Y.

### JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

XUM

### CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

The Men Who Distribute

### Porter Screens

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

SYRACUSE, N. Y.



DIETS STORAGE WAREHOUSE OFFICE: 108 WILKINSON ST.

SYRACUSE, N.Y.

### King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



### COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

We solicit your Syracuse business. Motor delivery service.

Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING

358-376 West Water St.

MEMBERS

American Warehousemen's Association National Furniture Warehousemen's Association

TROY, N. Y.

### Great Eastern Storage, Transfer & Wrecking Corporation 124-134 Ferry Street, Troy, N. Y.

### MERCHANDISE AND FURNITURE STORAGE. DISTRIBUTORS AND FORWARDERS

Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. POOL CARS HANDLED. Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

#### UTICA, N. Y. I

In Utica it is

## "Jones of Utica

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furni-ture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

### JONES-CLARK TRUCKING and STORAGE CO., Inc.

127-135 Hotel St.

#### UTICA, N. Y. [

### Seneca Warehouse Co., Inc.

125,000 sq. ft. of Firebroof Storage. Insurance rate 12c. Private R. R. Siding-6 Cars. MERCHANDISE-POOL CAR DISTRIBUTION.

### WHITE PLAINS, N. Y.

### Carpenter Storage, Inc.

29-31 Brookfield St.

Also serving

Tarrytown

Scarsdale

Hartdale

Mamaroneck

Portchester

Larchmont

One of the most modern and best equipped Storage Warehouses in Westchester.

Household Goods Exclusively Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A. Reference, Any Bank in Our City

### YONKERS, N. Y.

### McCann's Storage Warehouse Co. 3 MILL ST.

# Fireproof Storage Warehouse Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

#### CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

AMERICAN BROKERAGE & WAREHOUSE CO. Established 1908

#### CHARLOTTE, N. C.

### Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

#### GREENSBORO, N. C. I



### Rucker Bonded Warehouse Corporation

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System
Low Insurance Rate.
Pool Cars Handled Quickly MEMBERS: A. W. A.

#### RALEIGH, N. C.

IN THE CENTER IS THE NATURAL DISTRIBUTING POINT FOR CAROLINA



CAROLINA STORAGE & DISTRIBUTING CO. Merchandise Storage and Distributing

Pool Cars A Specialty

Motor Service

### FARGO, N. D.

#### UNION TRANSFER COMPANY

126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

Members-A. W. A. C. W. C. A. C. W, Minn, W. A.

#### GRAND FORKS, N. D.

### Kedney Warehouse Co. FIREPROOF STORAGE

Merchandise and Household Goods Pool Car Distribution—Moving—Packing

Members-A. W. A.

C. W. C.

Minn. W. A.

#### AKRON, OHIO

#### THE

### CITY VIEW APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.

# AKRON

Commercial & Household Goods LOCATED IN THE HEART OF AKRON on B & O RAILWAY-FREE SWITCHING

G

AKRON, OHIO

## COTTER WAREHOUSE

Fireproof Warehouse for Furniture. Motor Vans, Packing



The WLee COTTER WAREHOUSE Company

239 East Mill St., Akron, Ohio

Formerly Union Fireproof Warehouse Co.

AKRON, OHIO

DISTRIBUTION

Merchandise Storage and Distribution, Rubber makers' Supply Depot



The ULGe COTTER WAREHOUSE Company

ostablished in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio
Akron Office, 97 East South St.

AKRON, OHIO

The KNICKERBOCKER WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

CANTON, OHIO [

THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO Cor. 4th and Wainut St., S. E., CANTON, Office General Merchandise, Distribution and Household Goods Storage. Fireproof and Non-Fireproof Buildings. Private Steel Lockers. Unsurpassed facilities for handling pool car and car load shipments. RAILROAD SIDINGS

LOGICAL DISTRIBUTOR FOR THIS SECTION

CINCINNATI, OHIO

THE CINCINNATI TOBACCO WAREHOUSE COMPANY

> Main Office: 7 W. Front Street Cincinnati, Ohio

STORAGE

POOL CAR DISTRIBUTION

Three Large Warehouses Capacity-300,000 Sq. Ft. Sprinkler System

Railway Side Track Along Entire Front

CINCINNATI, OHIO [

### Cincinnati Terminal Warehouse Co.

CINCINNATI, OHIO I

Officers—Fred Pagels, President; Arthur Pagels, Secretary; R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor Complete Transfer Facilities

Member of National Furniture Warehousemen's Association and Ohio Furniture Warehousemen's Association

MAIN OFFICE 937 West 8th St.

Four blocks from any R. R. entering Cincinnati.



CINCINNATI, OHIO

### A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO. 222 and 224 East Front Street

Member of American Warehousemen's Assn.,

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

### CINCINNATI, OHIO

### THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise
2000-2020 ELM ST.

Est. 1899

#### CLEVELAND, OHIO

# ANDREWS

Furniture Storage Co.

6802 LEXINGTON AVE.



#### MEMBERS

Clevelant Furniture Warehousemen's Association.

#### CLEVELAND, OHIO

### Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from Depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE CO.
502 Prospect Fourth Bldg., CLEVELAND, OHIO

# Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

#### CLEVELAND, OHIO [

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES Sprinkler System

3 Warehouses, Private Siding, C. C. C. & St. L. R. R.

#### CLEVELAND, OHIO

# The Curtis Bros.' Transfer Company

French, Winter and Fall Streets CLEVELAND, OHIO

# Mercantile Storage and General Trucking

# Bulk Oil Storage 125,000 Gallons

Low Insurance Sprinkler System Private Siding on C., C., C. & St. L. R. R,

Pool Cars for Distribution

Motor Truck Service

CLEVELAND, OHIO

# The Knickerbocker Storage Co.

7724 Detroit Ave. Cleveland, Ohio

# HOUSEHOLD S T O R A G E

Moving

**Packing** 

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

THE
LAKESHORE
MOVING &
STORAGE CO.
664 East 105th St.



MEMBERS Cleveland Furniture Warehousemen's Association. National Furniture Warehousemen's Association. CLEVELAND, OHIO



Lederer Has Something in Store for You

# LEDERER TERMINAL

MERCANTILE WAREHOUSES

CLEVELAND, OHIO [

A better service for Cleveland's better homes a service that you and your patrons can depend upon.





# The LINCOLN STORAGE Co

Main Office: 5700 Euclid Ave., Cleveland, O.
Depositories at 5660-5704 Euclid Ave. and
11201 Cedar Ave.

TI201 Cedar Ave.

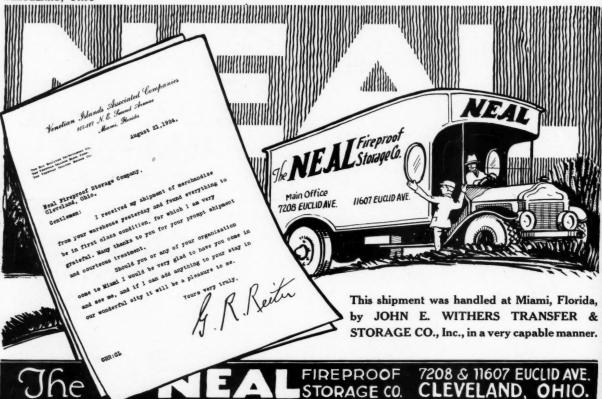
GEO. A. RUTHERRORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Seey. and Treas.

Car load shipments to 11201 Cedar Ave., N. Y. C.
Belt Line—L. C. L., Penna., Euclid Ave. Sta.—
Other R. Rs. to Cleveland, O.

Member: N. F. W. A., A. W. A., and C. F. W. A.

ADVERTISING
Doesn't Jerk—it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

CLEVELAND, OHIO



CLEVELAND, OHIO

# THE SCOTT BROS.

Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

CLEVELAND, OHIO



## WINDERMERE

Transfer & Moving Co.

CONVENIENTLY LOCATED FOR EAST CLEVELAND AND

CLEVELAND HEIGHTS SHIPMENTS

MEMBERS

Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

r, 1924

ner.

CLEVELAND, OHIO

### Ninth Street Terminal Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.

OF MERCHANDISE

Excellent facilities for Merchandise Storage and Distribution. Service your customers will appreciate. In transit privileges.



Ostablished in 1882 Akron, Columbus, Mansfield and Toledo Executive Offices at Mansfield, Ohio

Columbus Office, 32 E. Swan St.

COLUMBUS, OHIO

Safety First

### The Fireproof

Warehouse & Storage Company 1018-30 North High Street

Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO. [

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof" Member N. F. W. A. Big 4 Private Siding

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE

TRANSFER

MANSFIELD, OHIO

DISTRIBUTION OF MERCHANDISE

Fireproof Warehouse for Furniture.

Motor Vans, Packing, Merchandise Storage and Distribution.



The WLee COTTER WAREHOUSE Company
Established in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio Mansfield Office, 40 W. Third St.

MARION, OHIO [

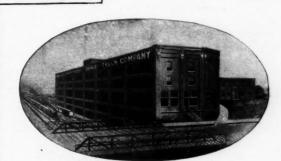
## **MERCHANTS** Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO



# Springfield, Ohio Shipments!

Bill through WAGNER Fireproof Storage and Truck Co.

Siding on Pennsylva-nia Lines. Free Switch-ing Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter - City Transportation.

A warehouse service that embodies every modern facility for the storage and distribu-tion of merchandise.

#### SPRINGFIELD, OHIO



Citizens Transfer and Storage

#### W. P. BYERMAN

Private Siding on C. C. C. & St. L. R. R.



W P RVERMAN

Expert Movers and Packers of HOUSEHOLD GOODS

#### TOLEDO, OHIO

### Let "RATHBUN" Do It

### THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

#### TOLEDO, OHIO



**Excellent Facilities for Merchandise Storage** and Distribution.

Service your customers will appreciate.
Toledo is a Railroad Center.



The Wee COTTER WAREHOUSE Company

Ostablished in 1882
Akron, Columbus, Mansfield and Toledo
Executive Offices at Mansfield, Ohio

Toledo Office-201 Cherry St.

#### TOLEDO, OHIO



"SHIP TO TOLEDO AND

"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"

We are specialist in furniture packing, local and long distance furniture hauling.
Storage for general merchandise and household goods.
Connections with all radirods entering the city.
Pricate siding on the B. & O.
Member of National Furniture dechousemen's Association.
DEPENTHAL TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

#### TOLEDO, OHIO

### DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage. Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

#### TOLEDO, OHIO

For Merchandise and Household Goods



### The Toledo Merchants

**Delivery & Storage Company** 

Merchandise—Household Goods FIREPROOF STORAGE SPRINKLERED PRIVATE SIDING

The Arnold Building—Nickel Plate Road Location-Close to Commercial Center

#### EXPERT TRUCK SERVICE

ESPECIAL ATTENTION TO DISTRIBUTION AND RECONSIGNMENTS OF CAR SHIPMENTS

215 So. St. Clair St., Toledo, Ohio

#### TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members:

The National Furniture Warehousemen's Ass'n American Warehouse Association

# TOLEDO, OHIO

#### THE TOLEDO STORAGE CO.

347-49-51-53-55 SOUTH ERIE ST. formerly The Hassett Storage Company

Warehouse Forwarding—Cartage

Jobber's Warehouse Merchandise Storage Only Distributing of Pool Cars Watchouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. 3 Car Siding Every facility for the handling of your goods

#### TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY Established 1894

The H. C. Lee & Sons Co. TOLEDO'S LEADING MOVERS

STORAGE Toledo, Ohio MEMBER N. P. W. A.

#### YOUNGSTOWN, OHIO I

• THE WM. HERBERT & SON CO.

INCORPORATED 1922 CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

r, 1924

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods Stored—Pool Cars Distributed Railroad Siding.

OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

## IN OKLAHOMA

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

OKMULGEE, OKLA.

## HAL GRIFFIN. THE TRANSFER MAN

Hauling, Storing and Shipping Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

## Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

TULSA, OKLA.

## Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE. General Warehousing

Storage-Distribution



Logical distributing point Pacific Northwest Territory

PORTLAND, ORE,

# FIREPROOF STORA

PORTLAND, ORE. Sixteenth and Sandy Blvd. SEATTLE, WASH. Madison at Twelfth

PORTLAND, ORE.

G. W. CUMMINGS

J. H. CUMMINGS

## Northwestern Transfer Co.

STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

# Oregon Auto Despatch

## DRAYAGE AND STORAGE

Distribution Cars a Specialty 30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse: 200 NORTH 13th STREET

PORTLAND, ORE.

## Oregon Transfer Company 474 Glisan St. PORTLAND, OREGON

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

Drayage, Distribution Storage,

WAREHOUSE

ENNSYLVANIA

#### ALLENTOWN, PA. [

Hummel Warehouse Company 728-40 N. 15th Street

Pool Car Distribution and Forwarding. Transfer. Storage. Railroad Siding. Mark all shipments Lehigh Valley R. R. Delivery.

#### BETHLEHEM, PA. [

ALLENTOWN, PA.

F. G. LAZARUS 20th Century Storage
Moving, Storing, Packing, Crating, Shipping

of Household Goods Only Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

#### CHESTER, PA.

Headley's Express & Storage Co., Inc. General Storage Merchandise and Household Goods Moving, Packing and Shipping

#### ERIE, PA.

#### ERIE

STORAGE & CARTING COMPANY



#### ERIE, PA.

Union Storage Co. of Erie

See our advertisement on front inside cover page.

#### ERIE, PA.

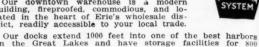
# ERIE WAREHOUSE COMPANY

"a complete and efficient service"

#### ERIE, PA.

## LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and lo-cated in the heart of Erie's wholesale dis-trict, readily accessible to your local trade.



on the carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, con-venient, profitable distribution by discriminating shippers.

## Fort Erie Warehouses & Docks Erie.Pa.

J. M. Dunkle, Resident Manager

#### HARRISBURG, PA. [

## Central Storage and Transfer Co.

## New Warehouse

General Merchandise Distribution. Pool Car Distribution. Local and Long Distance Trucking. Railroad Facilities.

#### HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO. P. R. R. Sidings. HARRISBURG, PA.

#### HARRISBURG, PA.

#### The Heart of Distribution



Carloads spotted at our doors are broken into LCL ship-ments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse Tarrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

, 1924

#### HARRISBURG, PA.

## MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage-Transferring-Forwarding

Direct Track Facilities Pool Car Distribution Members A.W.A. and American Chain of Warehouses

#### LANCASTER, PA. [

## S. S. BERTZ & CO., 226 West Lemon Street STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments
HUUSEHOLD GOODS STORAGE
Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading
CORRESPONDENCE SOLICITED

#### LANCASTER, PA.

## KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS Merchandise and Household Goods

ERS' DISTRIBUTORS MOTOR SERVICE Siding on P. R. R. and P. & R. MANUFACTURERS' DISTRIBUTORS

#### LANCASTER, PA.

## Lancaster Storage Co. Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution Local and Long Distance Moving Railroad Sidings

## NORRISTOWN, PA.

Fireproof Storage

## JAMES McGINNIS CO.

201 E. La Fayette St.

Complete Warehouse Service—Moving, Packing, Shipping of Household Goods and Merchandise. Also serving—Consho-hocken, Pottstown, Phoenixville, Lansdale, Collegeville, Pa. Send bill of lading to us.

#### OIL CITY, PA.

## CARNAHAN

#### TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty Distributing and Forwarding Agents; Packing Fireproof Warehouse

#### PHILADELPHIA, PA.

Proprietary Medicine Warehouse

A Specialized Service, Devoted to Medicines and Toilet Goods

Exclusively

Twenty years experience in handling and merchandising of Proprietary Medicines and Toilet Goods assures you of the particular service these products peculive Specially selected assistants provide for proper handling in every detail. This exclusive error is now being used by some of the largest what are your requirements? I can help solve your distribution problems, WILBUR H. CROSS, 38 So. Third St., Philadelphia, Pa.

#### PHILADELPHIA, PA.

## FIDELITY

## Storage & Warehouse Company

Special attention given to shipments from other warehouses.

Charges collected and remitted promptly.

1809-11-13 Market St., Phila., Pa. Members: N. F. W. A. and A. W. A.

#### PHILADELPHIA, PA. [

ESTABLISHED 1855

## Godley's Storage Warehouses

714 S. Swanson Street (Cor. Kenilworth St.) Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS BONDED MERCHANDISE



Track connections Pennsylvania Railroad Philadelphia & Reading Railroad

#### PHILADELPHIA, PA.

MILTON A. HILDENBRAND

## HILDENBRAND BROS.

STORAGE, PACKING, MOVING Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

#### PHILADELPHIA, PA.

## MILLER NORTH BROAD STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna, R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

#### The Men Who Distribute

#### Climalene

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PHILADELPHIA, PA

## POOL CAR DISTRIBUTION

Railroad Sidings Motor Truck Delivery Freight Bills Audited

## Mutual Transportation Co., Inc.

Main Office: 121-123 N. Front St.

WE SOLICIT YOUR INQUIRIES L. C. L.-S. C. AND P. C. SHIPMENTS

> STORE DOOR **DELIVERIES**

PHILADELPHIA, PA.

## Mr. Warehouseman

If you are interested in a big money-making side line which you can develop in your spare



time, let us know. We have a real money - maker for you.

PHILADELPHIA, PA.

1004-1026 Spring Garden Street

Manufacturing Distributors Philadelphia, Germantown, Chestnut Hill, Camden, N. J., Frankford

PHILADELPHIA, PA.

## STORING — PACKING — DISTRIBUTING

9 Warehouses Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space Phila. & Reading R. R. Penna. R. R.



LOCATION-On river front-Heart of jobbing district-Adjacent to navigation lines-Surrounding streets, wide and well

paved, eliminate vehicular congestion. EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor

FACILITIES—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

PERSONNEL—Trained to intelligently handle all merchandise.

#### TERMINAL WAREHOUSE COMPANY DELAWARE AVE. & FAIRMOUNT

Members-A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

#### PHILADELPHIA, PA.

Wm, Rommel, Jr., Pres. and Genl. Manager

#### South Jersey Warehouse Company 1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street
Warehouse No. 2 West Jersey R. R. and Jackson St.

General Merchandise Only Warehouse Receipts Issued
Direct Penn. R. R. Siding Pool Car Distribution
Motor truck service for Philadelphia and South Jersey deliveries

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS' DISTRIBUTORS

Direct delivery service throughout Philadelphia and Camden :: :: Correspondence solicited

Address
Office—5th and Byron Streets
CAMDEN, N. J.

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member-N. F. W. A. and P. F. W. A.)

The Men Who Distribute

## Carter Bloxonend Flooring Congoleum

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PITTSBURGH, PA. [

# BELMAR

MOVING & STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

Wilkinsburg, Pa.

Branch Office and Warehouse

Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association

Member Pennsylvania Furniture Warehousemen's Association

Your patronage solicited and reciprocated.

PITTSBURGH, PA.

IN PITTSBURGH

IT'S

## **BLANCK'S**

TRANSFER & STORAGE CO.

**SINCE 1880** 

MOVING—PACKING—STORAGE BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA. [

#### Duquesne's Offer: Certain Satisfaction



To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co. Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA. |

# SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN STORAGE AND TRANSFER CO.

CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

## HASLEY BROTHERS

TRANSFER AND STORAGE 939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS FIRE PROTECTED STORAGE-MEMBERS A. W. A.

PITTSBURGH, PA. [

## Hubert Transfer and Storage Co.

FORMERLY

I. O'NEIL TRANSFER AND STORAGE N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty General Hauling

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

PITTSBURGH, PA. [

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa. Murdoch Means Service

PITTSBURGH, PA.

Established 1910

#### PITTSBURGH DISTRIBUTING CO.

CAR-LOAD MERCHANDISE DISTRIBUTED AND RESHIPPED PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

PITTSBURGH, PA.

Transfer and Storage Co.

Consign Pittsburgh Shipments All Fireproof Warehouses

5th Ave. at McKee Place 7535 Penn Avenue

Established 1865

READING, PA.

## Columbian Warehouse Company

Storage, New Merchandise Exclusively. Modern Building, Lowest Insurance Rates. S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.



SCRANTON, PA.

Established 1894.

## The Quackenbush Warehouse Co.

Incorporated
Storing, Packing, Carting.
Shipping. R.R. Siding. Manufacturers' Distributors. Scranton, Pa. Correspondence Solicited

Members A. W. A. and A. C. W. Storage in transit privilege accorded.

WILKES-BARRE, PA. [

#### WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

## Williamsport, Pennsylvania



New reinforced concrete structure just completedfireproof thruout. Low rate of insurance.

Penna, R. R. Siding.
Short Haul to Penna, R. R., New York Central and Reading Freight Stations.

Williamsport Storage Co., Inc.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, ME.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets.

Providence, R. I.

, 1924

PROVIDENCE, R. I.

## TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

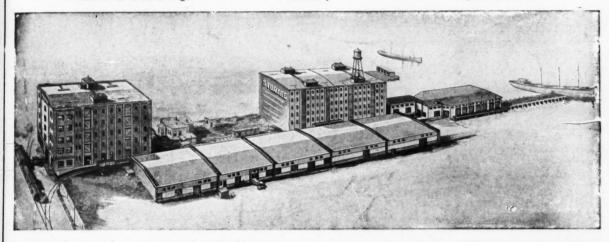
Allen Avenue, Foot of Oxford Street on Providence River PROVIDENCE, RHODE ISLAND, U. S A.

The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR. Treasurer & General Mgr. WM. A. MILLSPAUGH Secretary

H. E. LEAVER
Superintendent



PROVIDENCE, R. I.

## CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES Household Furniture and Pianos Packing, Crating and Shipping. 62 to 70 Dudley Street.

CHARLESTON, S. C.

# CHARLESTON Warehouse & Forwarding Co.

Merchandise Storage and Distribution of Pool Cars.
Private Tracks, Motor Truck Service.

GREENVILLE, S. C.

## GREENVILLE, S. C.

Storage, Distributing, Moving, Service that satisfies

SMITH DRAY LINE

ABERDEEN, S. D.

Where the West Was

#### ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and Household Goods Pool Cars Promptly Handled

C. M. & St. P. Trackage

Trucks and Teams

SIOUX FALLS, S. D.

## STRAHON TRANSFER & STORAGE CO.

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service

TF

WATERTOWN, S. D.

FIREPROOF

BONDED

## DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Private Siding

Motor Trucks

CHATTANOOGA, TENN.

# THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

**Furniture** 

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

#### CHATTANOOGA, TENN. [

#### CHATTANOOGA

Warehouse & Cold Storage Company
Chattanooga, Tennessee
MEMBERS: A. W. A. and AMERICAN CHAIN
Cold and General Storage
GENERAL MERCHANDISE AND HOUSEHOLD GOODS
PACKING AND SHIPPING
Special Attention Given to Pool Car Distribution.

#### CHATTANOOGA, TENN.

## CRABTREE

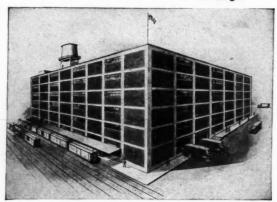
TRANSFER & STORAGE COMPANY, Inc.

Distributors and forwarders of pool cars MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates,

#### KNOXVILLE, TENN. [

D. R. BENEDICT Manager



## Knoxville Fireproof Storage Company

612 E. Depot Street Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on Southern Railway tracks. Equipped with Automatic Sprinkler.

Pool Cars distributed,

Insurance at 12c. per \$100.00 per annum.

Household goods shipments solicited. Prompt remittances made.

MEMBERS

American Warehousemen's Ass' Central Warehousemen's Club National Furniture Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

#### KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent

Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

The Men Who Distribute

## Jersey Cereals

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### MEMPHIS, TENN.

## MEMPHIS, TENN.

The South's most centrally located **Distributing Center** 

The Home of the World's Largest Cotton Warehouses—operating departments for the

## **STORAGE**

of

General Merchandise Automobiles and POOL CAR DISTRIBUTION

Lowest Rates—Insurance

Facts Concerning Our Warehouses:

200 Acres Concrete Warehouses.

All on ground floor.

Automatically sprinkled.

Finest fire alarm system.

Privately policed.

Ten miles standard railroad.

Served by ten railroads.

Miss. Warrior Barge Line.

Trackage facilities, 500 cars.

Our own Fleet Motor Trucks.

An Organization of Experienced Operatives, Permitting Unexcelled Service at All Times.

Information Gladly Furnished.

**Memphis Terminal Corporation** General Offices: 15th Floor, Central Bank Bldg.

Member: American Warehousemen's Ass'n

MEMPHIS, TENN.

### Patterson Transfer Company

Established 1856. Sprinkler System. Lowest Insurance Rate in the City. Merchandise Storage and Distribution. Pool Cars Distributed.

MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.
C. W. CARTER, Secy. and Treas.
W. H. DEARING, Assist. Secy. and Treas.

### JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS
Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Rail-road Local Stations.

#### DISTRIBUTION A SPECIALTY MEMPHIS, TENN.

MEMPHIS, TENN.

YOU ARE LOOKING FOR A Warehouse That Believes in "SERVICE FIRST" Then Get in Touch Today With ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE LOW RATE OF INSURANCE FREE SWITCHING SERVICE IN THE HEART OF THE FREIGHT TERMINAL AND JOBBING DISTRICT.

NASHVILLE, TENN. |

## **NASHVILLE**

Central shipping point for all parts of Tennessee, Southern Kentucky, Northern Alabama, Mississippi and Georgia.

Reshipping and city deliveries from pool cars or warehouse stock. Free switching from all roads. Low insurance. Expert men will attend to your business promptly and carefully. Will be glad to refer you to many large and well known companies we are now serving.

## E.M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association and Southern Warehousemen's Association.

## A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore — your advertisement continues working for you the whole balance of the month

## FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

**Distribution & Warehousing** 

239 West 39th St. New York City AMARILLO, TEXAS

## A Modern Storage Warehouse

¶ On the main line of the Santa Fe Ry.

¶ Only 40 feet from the Santa Fe Freight and Shipping Platforms.

¶ Lowest warehouse or storage insurance rates in this part of Texas.

¶ Fifty thousand sq. it. of floor space with brick paving on all three sides. On the main wholesale street of Amarillo. Investigation will convince you that we are the best fitted to do your WARE-HOUSING, DISTRIBUTING, STORAGE and TRANSFER BUSINESS in this section.

AMERICAN WAREHOUSE AND STORAGE CO.

501-511 So. Grant St. Amarillo, Texas

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejon, Vice-President of the American Warehousemen's Association.

DALLAS, TEXAS

# The \$5,000,000 Santa Fe Terminal Your requirements for the Building

of Dallas, Texas

Located in the Heart of the City

Babson says:

"The time will come when Texas will have the largest population of any State in the country. Wise are the Northern manufacturers and jobbers who are now laying their plans with this future in view."

Southwest can be fulfilled in any of its four units.

UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

BONDED PUBLIC Warehouse occupied by The Dallas Transfer Company. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

UNIT 3

Cold Storage warehouse for perishable products-1,500,000 cubic feet capacity-Occupied by the Southern Ice and Utilities Co.

To be occupied by National Distributors. All Units connected with five submerged railroad tracks through underground tubeentirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.



EL PASO, TEXAS

## R. L. Daniel Storage Co. Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

EL PASO, TEX.

STORAGE DRAYAGE

**PACKING** 

DISTRIBUTION

Merchandise and Household Goods

INTERNATIONAL WAREHOUSE CO.

INC., \$200,000 FIREPROOF—BONDED

Members: N. F. W. A .- Tex. W. & T. Ass'n

FORT WORTH, TEXAS

## In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Rail-roads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



Fort Worth

Associated with Distribution Service, Inc.



GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing Pool Car Distribution

The KEY to the GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y. Tel. Henry 3385

GALVESTON, TEXAS

The WILEY & NICHOLLS CO. GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF WAREHOUSES

Pool Car Distributers

Forwarders.

The Men Who Distribute

**Armour Cereals** 

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

HOUSTON, TEXAS

# STORAGE AND MOVING CO., Inc.



Right in the Center of Houston Ideal for the

DISTRIBUTION MERCHANDISE and HOUSEHOLD COODS

"It's Fireproof

Houston, Texas

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

DO YOU WANT MONEY ON YOUR GOODS?

## Commercial Warehouse

"handlers no-related goods"

is bonded by State of Texas and is in position to issue NEGOTI-ABLE WAREHOUSE RECEIPTS that will enable owner to borrow money from any bank; on merchandise deposited here. There's no charge made for this

And remember depositor receives our personal attention, SERVICE SUPERIOR with his interest looked after at all times.

These services cost no more than ordinary warehousing, why stock elsewhere?

D. S. CAGE COMPANY

Lessees Commercial Warehouse HOUSTON, TEXAS

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Merchandise with accuracy and promptness.

Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's P. O. Box 1754 Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate

HOUSTON, TEXAS

# TRANSFER & STORAGE CO.

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE FIREPROOF WAREHOUSE

THAT C

HOUSTON, TEXAS

## IN **HOUSTON WESTHEIMER'S**

FOR HOUSEHOLD GOODS AND MERCANTILE STORAGE

DISTRIBUTON

FIREPROOF WAREHOUSES RAIL FACILITIES—20 CARS ELECTRIC CRANE YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency All Local Banks And Best of All Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY HOUSTON, TEXAS

SAN ANTONIO, TEXAS

Bell's Storage



Distributing Co.

Duval near Austin Street, San Antonio, Texas General Merchandise Distribution in all branches

Direct Southern Pacific siding

Carload, less carload, pool car and forwarding Automobile delivery

SAN ANTONIO, TEXAS

Territory-Southwest Texas and Mexico MERCHANTS TRANSFER COMPANY

BANKERS of MERCHANDISE Warehousing and Distribution

Household Goods-General Storage-Pool Cars Branch House Facilities-Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding Give us a chance to demonstrate our service. Reference Any Bank in San Antonio. Bonded, Fireproof, Reliable, Dependable Service. SAN ANTONIO, TEXAS



general Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY. Member four leading associations/

Write for freight tariff

TEXARKANA, TEXAS

HUNTER TRANSFER CO. TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF
POOL CARS ST

TRUCKING

STORAGE MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

VICTORIA, TEXAS

COAST

DISTRIBUTION & WAREHOUSING A PERSONAL INTEREST SERVICE Warehouses at Victoria, Cuero, and Shiner, Texas. Victoria Compress & Whse. Co. VICTORIA TEXAS

SALT LAKE CITY, UTAH [

Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete, Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

WHITE RIVER JUNCTION, VT.

VERMONT WAREHOUSE CO., Inc.

Storage and Distributing White River Junction, Vt.

Government License for Wool 4-65. Best Distributing Point in Northern New England. Negotiable Receipts issued. Dead storage for Automobiles.

NORFOLK, VA. [

BELL STORAGE WAREHOUSE CORP.

Monticello Ave., 22nd St., N. & W. R. R.

Merchandise and Household Goods **Pool Car Distribution** 

PETERSBURG, VA. HOPEWELL, VA.

## SOUTHERN

WAREHOUSE

Distributors-Fireproof Storage

RICHMOND, VA

#### Virginia Bonded Warehouse Corporation 1707 East Cary Street

Distribution and Forwarding of General Merchandise Only Largest Warehouses in South Southern R. R. Siding 175,000 sq. ft. Insurance Rate 25c. per \$100 per year Southern R. R. Siding 175,000 sq. ft. Insurance Rate 25c. per \$100

Members American Warehousemens Association

SEATTLE, WASH. |

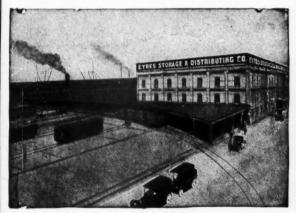
# FIREPROOF STORAGE

SEATTLE, WASH. Madison at Twelfth

PORTLAND, ORE. Sixteenth and Sandy Blvd.

SEATTLE, WASH.

## EYRES STORAGE and DISTRIBUTING CO.





Established 1889 Incorporated 1904 Free & Bonded

Warehouses Seattle, Wash,

GENERAL MERCHANDISE STORAGE MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE POOL CAR DISTRIBUTIONS

> OPERATING 30 TEAMS, 24 AUTOS SERVICE OUR MOTTO

> > The Men Who Distribute

## Fairy Soap

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

SEATTLE, WASH.

## FALES WAREHOUSE

1018-1020 Fourth Ave. South

General Storage—Distribution— Household Goods

We own our own property-investment \$150,000.00-75,000 square feet floor space-28c insurance ratetrackage-central business location-Class A warehouse-Good offices for brokers-complete and responsible service including drayage at MODERATE RATES.

SEATTLE, WASH. [

## PORT OF SEATTLE

**OPERATES** 

THE FINEST WATERSIDE WAREHOUSES ON THE PACIFIC COAST



View of Four Story Concrete Waterside Warehouse at the Stacy St. Terminal

WHERE RAIL and WATER MEET.

General storage for all classes of merchandise. Cold storage for all classes of perishable cargo.

For Rates and full information Write Traffic Dept .- Port of Seattle, Seattle, Washington.

SEATTLE, WASH.

L. X. Coder, Pres. R. R. Mitchell, Sec'y.

# DELIVERY CO.

**Pool Car Distributors** 

Merchandise Storage

Fireproof Warehouse

"For Service-Ship to System"

SEATTLE, WASH.

Member National Delivery Assn.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

#### SEATTLE, WASH. [

## **TAYLOR**



## **EDWARDS**

Storage Co.

Transfer and

American Warehousemen's Asso. Central Warehousemen's Club

## Merchandise Distributors



DISTRIBUTION CARS DISTRIBUTION CARS
Delivered, Forwarded or Stored
No Switching cg. on Carloads
FIREPROOF STORAGE
POOL CARS
Furniture Packed, Shipped or
Stored
Established 1905

LOW INSURANCE SEATTLE, WASHINGTON



#### SEATTLE, WASH.

## UNITED WAREHOUSE CO. SEATTLE, WASH.

Established 1895 Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING U. S. CUSTOMS BONDED STORAGE RAIL CONNECTION WITH ALL ROADS

#### SPOKANE, WASH.

## CATER TRANSFER & STORAGE CO.

121 So. Madison St.

Merchandise of all classes, Household Goods, Planos and Automobiles, Warehoused and Distributed thru the most accessible and centrally situated warehouse in Spokane. Located on Northern Pacific Tracks.

#### TACOMA, WASH.



#### WE OWN BOTH WAREHOUSES

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods Moving and Packing by Experts C. L. & L. C. L. Distribution Collections Remitted Promptly We Solicit Your Business CORNER PACIFIC AVE. AND 19th.

#### The Men Who Distribute

## Keystone Wire & Steel **Products**

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

#### TACOMA, WASH. |

## Service

Pacific Storage & Transfer Co.

Warehousemen

#### Merchandise and Furniture

Distributors and Forwarders Ship Your Pool Cars to Us.



Our Motto Is Service

Tacoma, Wash.



#### YAKIMA, WASH.

#### Miller-Callison Storage & Transfer Co.

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS TRANSFER-STORAGE-WAREHOUSING Motor Trucks and Team Equipment for All and Every Kind of Hauling, SHIP IN OUR CARE and let us be "At your service with best of service."

228 So. 1st St. Phone 571 AUTOMOBILE AND TRUCK STORAGE

#### CHARLESTON, WEST VA. [

#### MATHEWS STORAGE WAREHOUSES

Distribution & Warehousing

Five Warehouses-Motor Truck Service. Direct Railway Siding—connecting with NYC, C&O, B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. C. W.

#### MILWAUKEE, WIS. [

## HANSEN STORAGE COMPANY

Capital \$1,000,000.00

#### MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN STORAGE AND DISTRIBUTION OF MERCHANDISE

15 WAREHOUSES-50-CAR SIDE TRACK 850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES, AMERICAN WAREHOUSEMEN'S ASSOCIATION, CENTRAL WAREHOUSEMEN'S CLUB

#### MILWAUKEE, WIS. |

#### LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution. City and Interurban Delivery of Mdse, and Household Goods. We remit upon receipt of bill of lading.

#### The Men Who Distribute

## United Drug Products Read DISTRIBUTION & WAREHOUSING

and consult the Shippers' Index

MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service built this new fire proof warehouse.

OSHKOSH, WIS.

## Oshkosh Storage Company

General Storage—Re-Consigning Distributing—Forwarding Prompt and Efficient Service Private Siding-Free Switching

Oshkosh is the Metropolis of the Fox River Valley and the best distributing point in Wisconsin. We solicit your valued shipments which will receive our prompt and careful attention.

American Warehousemen's Association Members: Nat'l Furniture Warehousemen's Ass'n

SUPERIOR, WIS.

#### TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING
Largest Padded Vans in the City
Private Switch—No Switching Charge
Freight, baggage and express transfer. Furniture packing and moving, and heavy hauling, private locked rooms, heated piano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.
POOL CARS DISTRIBUTED 1716 BROADWAY

The Men Who Distribute

## Ford Roofing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

HAMILTON, CAN.

L DISTRIBUTING

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)
(In the Heart of the Wholesale District)
LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

Quickest Delivery—Least Expense
Distribute Canadian Consignments Through

Hamilton Terminal Warehouses, Ltd.

Hamilton, Ontario, where Freight Rates Break Private Siding, All Railroad Connections

WINNIPEG, CAN. INSURANCE 30 CENTS



HONOLULU, HAWAII

When Shipping Goods to

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

THE SUBSCRIPTION PRICE OF

## Distribution & Warehousing

\$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

# MORE THAN 700 WISE WAREHOUSEMEN ADVERTISED

In Last Year's Warehouse Directory Issue of Distribution & Warehousing—and more than 800 Will Advertise in the

# 1925 WAREHOUSE DIRECTORY ISSUE

Will You Be Among Them?

## What These Men Say-Others Say Also

By publishing this Directory you are rendering a real service to the industry and are entitled to and should receive the co-operation and support of all the furniture warehousemen of the country.—C. A. Aspinwall, Pres., Security Storage Co., Washington, D. C.

We would not think of making a new warehouse connection without first considering your Directory.—C. G. Yates, Traffic Mgr., The Vick Co.

The Directory of Distribution & Warehousing is used on an average of four or five times a day in our office and we believe every upto-date warehouseman should not only have a copy but take advantage of advertising space afforded therein.—J. W. Glenn, O. J. Glenn & Son, Buffalo, N. Y.

The writer keeps your Annual Directory on his desk at all times and refers to it every few days. In fact, we are now extending our warehousing operations every little while to new fields and whenever this is done, we, of course, consult your Directory for the names of reputable warehousemen.—W. W. Barnes, Traffic Manager, Beech-Nut Packing Co.

We make use of it in reaching a decision in regard to the placing of new warehouse accounts.—Jas. J. Sinnott, Distribution Manager, F. F. Dalley Co., Inc., Hamilton, Canada.

Wish to say that the Annual Directory published by your company has proved invaluable to us.—W. H. Thompson, The Proctor & Gamble Distributing Co., Cincinnati, O.

This Directory has served us on a considerable number of occasions during the past year. A Directory such as yours is certainly of value to a user of public warehouses.—J. A. Gerlin, The Bon Ami Co., New York City.

We have just shipped a carload of household goods from our warehouse, consigning the same to one of your advertisers.—K. M. Wald, Pres., Wald Transfer & Storage Co., Houston, Texas

## When Thousands of

## MANUFACTURERS and WAREHOUSEMEN

like these use the directory to make shipments, how can you Mr. Warehouseman afford not to make your plant the outstanding institution in your community?

## IT PAYS WAREHOUSEMEN TO ADVERTISE IN

# DISTRIBUTION & WAREHOUSING

If you haven't sent in your advertisement for this next WAREHOUSE DIRECTORY ISSUE,—published only once each year—Do it now.

## **DISTRIBUTION & WAREHOUSING**

239 WEST 39th ST.

· NEW YORK CITY



## YALE Material Handling Equipment

A complete Yale overhead hoisting and conveying unit will cover every inch of storage space over which it is erected.

A Yale Spur-Geared Chain Block lifts or lowers the load; a Yale Roller-Bearing Trolley carries the load crosswise on the overhead beam, and a Yale Hand Traveling Crane conveys the load lengthwise.

The utility of this combination hoisting and conveying unit is readily appreciated as it can pick up, transvey and lower its load in any portion of the area it serves—a 100% duty.

And the safety of operation is assured, for the same care in the selection of the material, its workmanship and design, is built into all Yale Chain Blocks, Trolleys, and Cranes.

Yale Material Handling Equipment includes Electric Industrial Trucks, Tractors and Trailers, Spur-Geared, Screw-Geared, and Differential Chain Blocks, Electric Hoists and I-Beam Trolleys.

Your requirements will receive our prompt analysis.

Factory Locking Equipment. To acquire locking control, security and convenience throughout the factory, use the Yale Master Key System.

The Yale & Towne Mfg. Co. Stamford, Conn., U. S. A.

YALE MADE IS YALE MARKED

Hoisting ™ Conveying Systems



## The Supreme Judges of Tire Value Choose Federals

No buyer of tires takes any more care to check tire results than the fleet operator. His modern cost accounting methods have taken all the guess out of tire performance. He is the supreme judge of tire value.

When tires are bought on results alone Federal Blue Pennant Truck Cords are chosen as standard equipment. Fleet operators in many sections of the country show by comparative figures that Federals with their broad non-skid tread and extra heavy side walls give them the most all round, care free, service they can possibly buy.

Whether you run one truck or fifty you can't afford to overlook the judgment of these large tire buyers whose impartial tests show Federals save money.



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

X

PUBLISHED ANNUALLY THE

## LONDON DIRECTORY

with Provincial and Foreign Sections and Trade Headings in Five Languages

enables traders to communicate direct with

#### MANUFACTURERS & DEALERS

in London and in the Provincial Towns and Industrial Centres of the United Kingdom and Ireland, the Con-tinent of Europe, America, etc. The book contains over 250,000 names, addresses and other details classified under more than 3,000 trade headings, including

#### EXPORT MERCHANTS

with detailed particulars of the Goods shipped and the Colonial and Foreign Markets supplied;

#### STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate Sailings.

One-inch BUSINESS CARDS of Firms desiring to extend their connections, or Trade Cards of DEALERS SEEKING AGENCIES

can be printed at a cost of 8 dollars for each trade heading under which they are inserted. Larger advertisements from 10 to 80 dollars.

The directory is invaluable to every one interested in overseas commerce, and a copy will be sent by parcel post for 10 dollars net cash with order.

#### THE LONDON DIRECTORY CO., LTD.

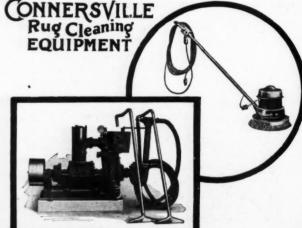
25, Abchurch Lane, London, E. C. 4.

England.

BUSINESS ESTABLISHED IN 1814

Х





## Clean Rugs for Profits

"The most profitable department of our business," is the verdict of a warehouseman using Connersville equipment in his rug cleaning de-

Write for complete information regarding size of space necessary and cost of equipment for starting a department.

#### United Vacuum Appliance Corp.

Dept. I

Connersville, Indiana





av-

# Outfit Your Men With

## They Advertise Your Business

ALLOVA Work Suits solve the problem of outfitting your men at low cost, keeping them neatly and comfortably dressed—and all the time they advertise your business! These sturdy, good-looking one-piece suits wear long and well. Made of first-quality materials. Cut big and roomy. Every seam stitched to stay. Pockets reinforced with double thickness of material. All buttons covered. Made in solid blue, white, khaki or blue and white striped. Sizes 34-50, no extra charge

Many storage and moving companies are buying ALLOVA Suits in dozen lots and supplying their employees at less than wholesale prices. Here are our Direct from Factory Prices on ALLOVA Work Suits:

6 Suits—\$3.25 each 12 Suits—\$3.00 each

Caps to match suits, \$4.50 dozen

25 Suits—\$2.87½ each 50 Suits—\$2.75 each

We embroider your name or trademark in fast colors for 25c per garment. Choice of red, blue, white or black. You are safe in ordering direct from this advertisement. Satisfaction guaranteed. Be sure to state sizes wanted.

Sample Suit on Approval! Know the real value of ALLOVA Work Suits. Let us send you a sample suit on approval. State size wanted and enclose your firm name or trademark. If not perfectly satisfectors are transfer to the suit of the same and the suit of the same and the same are suit of the same are suit of the same and the same are suit of the factory, return suit at our expense. Order a sample suit today!

#### MOTOR SUIT MFG. CO.

701 Central St.

Kansas City, Mo.

Let Your Name Be Known "ALLOVA"

## **Baskets for Moving**



Sizes-4, 6, 8 and 10 Bushel

With or Without Covers

We manufacture a full line of STORAGE HOUSE AND VAN SUPPLIES, TWINE, ROPE, ETC.

Write for Catalogue No. 10

## WM. A. IDEN CO.

564 Washington Blvd.

Chicago, Ill.

## WAGON PADS

That "Stand-Up"



WRITE OR WIRE YOUR ORDERS

STAR QUILT MFG. CO.

1851-55 W. Roosevelt Rd., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

## **FURNITURE**

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.

St. Louis

New Orleans

## Excelsior Wrapper Co.

MANUFACTURERS OF

## EXCELSIOR PACKING PADS BALED EXCELSIOR WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich. Metropolitan District Served by Boston Excelsior Co., 560 W. 29th St., New York City

The Breen Grand Piano Cover



"The Only One of Its Quality on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Waterproof Motor Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass. It Can't Scratch If It's Properly Covered



Is All You Sell

Make it perfect. Use Service Steel Bag Racks. Preserve pile of rugs, make each accessible. Conserve space. Promote clean-liness and resist fire and vermin. Adjust-able shelves. Can be set up by your own men. Add units as business grows. Send state of the control of the set up by your own men. Add units as business grows. Send state of the control and the control of the set up by sour own men. Add units as business grows. Send state of the control send layout and mod-erate estimate. Ask today.

SERVICE STEEL PRODUCTS CO. 140 N. Dearborn Street Chicago, Ill.

Try Wood Wool Pads on



"quality" packing-

when polished surfaces must from scratches. Of course, we make all sizes of Excelsion Pads, too.

H.W. Selle & Co. 1000-1020 N. Halsted St., Chicago

Twelve Branches

## KEEP IT UP!

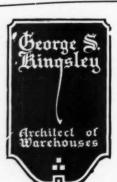
One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.



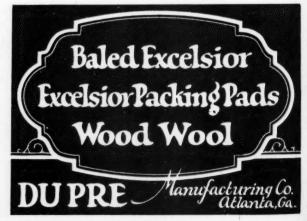
## Your New Warehouse

Twenty-nine years of specialization in designing, construction and personal supervision of warehouse building.

Some clients have eight units all Kingsley built.

GEO. S. KINGSLEY

1452 Broadway 109 No. Dearborn St. New York City Chicago, Ill.





#### INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

#### THE CLASS JOURNAL COMPANY

239 West 39th St., New York 5 S. Wabash Ave., Chicago

#### FOR SALE

REVOLVATOR hand hoist in first-class condition; 1800 lbs. capacity. Good opportunity. O. B. Electric Vehicles, Inc., Long Island City, New York.

#### FOR SALE

Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isaacson, 462 Fifty-second Street, Brooklyn, N. Y.

## Must Sell My Interest at Once in

Very profitable Transfer, Storage and Retail Fuel Business in prosperous city of 30,000 in heart of corn belt in Central Illinois. Established in 1872. Located on five railroads and several through routes of hard roads.

Property includes 2 Seven-story brick buildings, 1 Three-story, and 1 Two-story building, all used for storage purposes; and large amount of equipment such as auto trucks, drays and horses. I own one-fifth interest in the Company.

Will sacrifice my interest to right party for \$35,000 cash, because other business which I am eager to develop will require my leaving this city. This is my only reason for selling. This is an exceptional opportunity to acquire an interest in an established and profitable business.

Write or wire Box B.O.-340, Distribution & Warehousing, 5 South Wabash Avenue, Chicago, Illinois.

## Mr. Warehouseman-

# What have you that you want to sell And what is it you want to buy

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

## It Broadcasts your wants

at a nominal expense, from coast to coast and from Canada to Mexico. The undisplayed rates for this kind of advertising are quoted above and we know that old equipment can be turned into ready cash or likewise a worthwhile saving in the purchase of equipment or supplies may be had if you will

## Broadcast your wants

Stop and think how you can use the next issue to an advantage—then send us your copy—we will do the rest.

# Can You Imagine a Big Progressive Mover Using an Old Fashioned Tray?

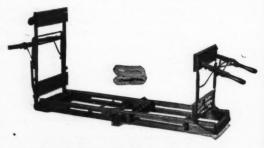




#### THE NEW SELPO SELF-LIFTING

(5 Styles) "Always with the Van" \$40 to \$52

The Selpo takes little space when folded and may always be carried with the truck. In two parts. Powerful lifting lever with twice the leverage of old style. Made of spring steel and hard maple.



#### THE BUCKEYE SILL COMBINATION

Two men handle a piano on the level with the Buckeye Sill and no more than three are required on the stairs. Handles uprights, Grands and Baby Grands equally as well. Put the Tray with the antiques and do business with The Buckeye Sill.

The Model Pictured, \$39.00



SELF - LIFTING PIANO TRUCK CO.

Findlay, Ohio

Send for This Free Folder!

## INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

Autocar Co. Automotive Garment Co.	
Automotive Garment Co	
	45
	47
В	
Breen, W. H	
Broadcaster	127
D	
Dupre Manufacturing Co	26
E	
Excelsior Wrapper Co	26
F	
Federal Motor Truck CoFront Cov	
Fisk Tire Co., Inc	
Ford Motor Co	
Fulton Bag & Cotton Mills1	26
G	
General Motors Truck Co	51
Iden Co., Wm. A1	25
International Harvester Co1	32
J	_
Judson Freight Forwarding Co	3
K Kelly-Springfield Tire Co	
Kelly-Springfield Tire Co	4
Kingsley, Geo. S1	20
L	
London Directory Co., Ltd	0.4
London Directory Co., Ltd	. 4
M	
Mathews Conveyor Co	2 .
Moores & Dunford, Inc	4
Motor Suit Mfg. Co	
Multistamp Co	
manufacturing control of the control	
N	
National Terminals CorpSecond Cove	r
P	
Peelle CoThird Cove	
Peelle CoTillia Cove	
R	
Reach Textile Co., A. L12	
Reach Textile Co., A. L	4
Republic Motor Truck CoBack Cove	4 r
Republic Motor Truck CoBack Cove	4 r
Republic Motor Truck CoBack Cove	r
Republic Motor Truck CoBack Cove  S Self-Lifting Plano Truck Co12	r 8
Republic Motor Truck Co	r 8 6
Republic Motor Truck Co	8 6
Self-Lifting Plano Truck Co	8 6 5
Republic Motor Truck Co	8 6 5
S	8 6 5
Self-Lifting Plano Truck Co	8 6 6 5 9
Self-Lifting Plano Truck Co	8 6 6 5 9
Self-Lifting Plano Truck Co	8 6 6 5 9
Self-Lifting Plano Truck Co.   S	8 6 6 5 9
Self-Lifting Piano Truck Co	8 6 6 5 9
Self-Lifting Plano Truck Co	88 66 65 59 11
Self-Lifting Piano Truck Co	88 66 65 59 11
S	8 6 6 5 9 9 1
Self-Lifting Plano Truck Co	8 6 6 5 9 9 1
Self-Lifting Piano Truck Co	8 6 6 5 9 9 1
S	88 66 66 55 99 11 33 44 44
S   Self-Lifting Piano Truck Co.   S	88 66 66 55 99 11 33 44 44 44 44 44 44 44 44 44 44 44 44
Self-Lifting Piano Truck Co	88 66 66 55 99 11 33 44 44 44 45 55
S   Self-Lifting Piano Truck Co.   S	88 66 66 55 99 11 33 44 44 44 45 55
Self-Lifting Piano Truck Co	88 66 66 55 99 11 33 44 44 44 45 55
Self-Lifting Plano Truck Co	8 6 6 6 5 5 9 9 1 1 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
Self-Lifting Piano Truck Co	8 6 6 6 5 5 9 9 1 1 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
S	88 66 66 55 99 11 33 44 44 44 44 44 44 44 44 44 44 44 44
Self-Lifting Plano Truck Co	88 66 66 55 99 11 33 44 44 44 44 44 44 44 44 44 44 44 44

## SHIPPERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A B C Storage & Moving Co117
Aberdeen Storage Co113
Ala, Motor Transfer Co 56
Albany Terminal Warehouse Co., 90
American Brokerage & Whse, Co.100
American Household Storage Co 92
American Warehouse Co. (Ind.) 70
American Warehouse Co. (Texas).117
American Warehouse & Storage
Amick Transfer & Stge. Co 60
Anchor Warehouse Co 90
Andrews Furniture Storage Co 102
Arlington Storage Whse 76
Arrow Fireproof Storage & Mov-
ing Co 85
Auburn Draying Co 90
Audubon Fireproof Storage Ware- house 95

В	
B. R. & P. Warehouse, Inc	
Baer Fireproof Whse, Co	. 65
Baggage & Omnibus Trans. Co.	.107
Baier Transfer Co	. 79
Bailey, Guy P	
Ballard Fpf. Stge. & Trans. Co	
Baltimore Storage & Moving Co	75
Bartlett Bros	
Bartlett Storage Warehouse	69
Bekins Fireproof Storage (Ore.)	
Bekins Fireproof Storage (Wash.)	
Bekins Household Shipping Co	
Bekins Omaha Van & Storage Co.	
Boking Van & Stre (Calif)	57.
Bekins Van & Stge. (Calif.) 59,	60
Bell Storage Whse. Corp	
Bell's Storage Dist. Co	118
Belmar Moving & Storage Co	
Bertz & Co., S. S	
Bill Bros. Co	
Bimberg Sons, Joseph	
Binghamton Whse. & Supply Co	90
Binyon-O'Keefe Fireproof Stge.	
portation Co	98
Blackham Stge. & Trucking Co., Inc.	
Inc	94
Blakeslee Co., Ralph N	
Blanchard Storage Co., Inc	
Blanck's Trans. & Stge. Co	
Blue Line Storage Co	
Bond Fpf. Stge. Co., E. M	
Borley Storage & Transfer Co	
Boulton's Storage	
Bowker, Inc., Geo. A	
	79
Bowman Co., Chas. E	
Boyd Transfer & Storage Co	
Brady & Son Co., P	95
Bridgeport Storage Whse. Co	62
Broadway Storage Co. (R. I.)	112
Broadway Storage Whse. (New York)	94
Brockton Fireproof Stge. Co	78
Brokers Office Warehouse Co	
Brunton Transfer & Storage Co	64
Bryant & Son Transfer Co.	

# Bryant & Son Transfer Co..... 70 Buffalo Storage & Carting Co... 92

Cadillac Storage Co 79
Cady Moving & Storage Co113
Cage Co., D. S117
Cairo Storage & Forwarding Co 64
California Fireproof Stge. Co 58
California Truck Co 58
Cameron Transfer & Storage Co., 83
Campbell Stores 95
Campbells Warehouse 99
Careys Transfer & Storage Co 84
Carnahan Trans. & Stge. Co. (Pa.)109

Carolina	Stge.	& D	ist.	Co	.100
Carolina	Trans!	er &	Stge	. Co	. 100
Carpente	r Stora	ige, 1	ne		. 100
Cater Tr	ansfer	& St	ge. C	0	.120
Cathcart	Van &	k Stg	e. Co		. 63
Cedar I	Rapids	Tran	sfer	& Stg	e
Co					. 71
Central Co.	Storag	e &	For	wardin	g . 64

Central Storage & Transfer Co...108 Central Warehouse Co. (Balti-

more) 7:
Central Warehouse Co. (Saginaw). 8:
Central Warehouse Co. (St. Paul). 8
Charleston Whse. & Fwdg. Co113
Charlie's Transfer Co 56
Chattaneoga Trans. & Stge. Co 113
Chattanooga Warehouse & Cold Storage Co
Chelsea Fpf. Stge. Whses., Inc., 95
Cincinnati Terminal Whse. Co101
Cincinnati Tobacco Whse. Co101
Citizens Transfer & Storage Co 106
City Transfer & Storage Co 57
City Transfer Co
City View Apt. & Storage Co100
Clancy Carting Co., J. C 99
Cleveland Storage Co102
Coburn Stge. & Whse. Co., Henry. 70
Cold Spring Storage Co., Inc 93
Columbian Stge. & Transfer Co 81
Columbian Warehouse Co112
Colyear Van & Stge. Co 58
Commercial Truck & Storage Co., 120

Commonwealth Ice & Cold Storage 76
Consolidated Trucking & Stge. Co. 94
Continental Warehouse Co 65
Cotter Warehouse Co. (Akron)101
Cotter Warehouse Co. (Columbus).105
Cotter Warehouse Co. (Mansfield).105
Cotter Warehouse Co. (Toledo)106
Crabtree Transfer & Stge. Co114
Crandall Transfer and Warehouse
Cross. Wilbur H109
Cummings Storage Co101
Cuneo Storage Co 95
Curtis Bros. Transfer Co102

Commonwealth Ice & Cold Storage 76

D
D. & D. Transfer & Stge. Co 70
Daggett Transfer & Stge. Co 72
Dakota Warehouse Co
Dallas Transfer Co116
Daniels Storage Co., R. L117
Danville Transfer & Storage Co., 68
Day & Meyer-Murray & Young., 96
Depenthal Truck & Storage Co 106
Detroit Storage Co 79
Dewey & Co., George E 62
Dietrich, Jacob 87
Diets Storage Warehouse 99
Doe, Delor 98
Dorchester Fireproof Stge, Whse., 76
Drew Cartage & Stge. Co., H. L 106
Duluth Van & Stge. Co 82
Dunn Co., D. W
Duquesne Warehouse Co111
Dye Fireproof Warehouse, Inc.,
Fred F 93

E	
Eagle Warehouse & Stge. Co 91	
Eldridge Exp. & Stor. Whse. Co. 87	
Elgin Storage & Tr. Co 68	
Elmira Storage & Sales Co 93	
Elston Packing & Storage Co 81	
Empire Storage Co 65	
Erie Storage & Carting Co108	
Erie Warehouse Co	
Ewert & Richter Exp. & Stge. Co. 71	
Ewing Transfer Co 72	
Evres Storage and Dist Co. 119	

(Continued on page 130)

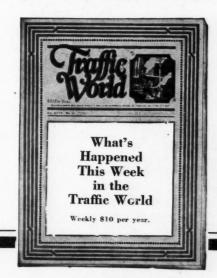


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#### SHIPPERS INDEX—Continued

(Continued from page 129)

F	K
Fales Warehouse	Kaufman Fireproof Stge. Warehouses 75 Kedney Warehouse Co. (Minn.). 83 Kedniey Warehouse Co. (N. Dak.).100 Kedney Warehouse Co. (St. Paul). 85 Kennieott-Patterson Trans. Co. 60 Keystone Storage Co 109 Keystone Warehouse 108 Kinderman & Son, Julius
G	L
Galt-Block Warehouse Co. 75 Gardner Storage Co., Inc., B. B. 62 General Fireproof Storage Co 106 General Warehousing Co. (Mo.) 86 Glibbs Express Co 77 Glibert Storage Co., Inc 96 Glaszow Storage & Cartage Co 121 Gleason Bros 78 Glenn & Sons, O. J 93 Godley's Stge. Warehouses 109 Goodman Whse. Corp 87 Gordon Fpf. Whse. & Van Co 86 Gottry Carting Co., Sam. 99 Grand Rapids Stge. & Van Co 82 Great Central Warehouse Co 80 Great Eastern Stge. Tr. & Wrecking Corp 99 Greeg Cartage Co 78 Gregg Cartage Co 78 Gregg Cartage Co 102 Griffin, The Transfer Man 107 Griswold & Walker, Inc 65 Guilford Warehouse Co 75	Lakeshore Moving & Storage Co. 109 Lancaster Storage Co. 109 Landwehr Transfer & Storage. 81 Langan, B. A. 85 Lansing Storage Co. 82 Lashan Co. Edw. 66 Lawrence Warehouse Co. (Oak- land) Lawrence Warehouse Co. (Sam Francisco) 60 Lawrence Warehouse Co. (Sam Storace Varehouse Co. (Sam Lawrence Warehouse Co. (Sam Lawrence Warehouse Co. (Sam Lewrence Warehouse Co. 103 Lee & Sons Co. H. C. 106 Lee Bros. Inc. 96 Leebigh Warehouse & Trans. Co., Inc. Leitigh Warehouse & Trans. Co., Inc. Leonard Ware, Inc. 93 Lincoln Fireproof Warehouse Co. 120 Lincoln Storage Co. (Cleveland). 103
н	Long Island Stge. Warehouses 92 Los Angeles Whse. Co 59
Hamilton Terminal Whees., Ltd121   Hamman Bros. 68   Hansen Storage Co129   Harders Fireproof Stge. & Van   Co. 66   Harragan's Stge. Ware., Inc. 91	Louisville Public Warehouse Co 74 Lyon Fireproof Storage Co 58
Harris transier & Warenouse Co. 36 Hart Transfer & Sige. Co. (Minn.) 82 Hart Transfer & Sige. Co. (2016) 121 Hart Transfer & Sige. Co. (2016) 121 Hartford Despatch & Warehouse Co. 62 Haslett Warehouse Co. 62 Haslett Warehouse Co. 62 Haslett Warehouse Co. 68 Haslett Storage Co. 68 Haslett Storage Co. 68 Headley's Express & Storage Co. 68 Headley's Express & Storage Co. 108 Hebard Storage Warehouses 66 Herbert & Son Co., Wm. 106 Hess-Strickland Trans. & Stge. Co. 68 Hiddenbrand Bros. 109 Hodges Fireproof Warehouses 109 Hodges Fireproof Warehouse, Jos. 107 Hollingsworth Warehouses 105 Hollywood Storage Co. (Hollywood) 57 Hollywood Storage Co. (Los Angeles) 58 Holman, Geo. B. 58 Holman, Geo. B. 58 Holman Geo. B. 121 Hummel Warehouse Co. 112 Hummel Warehouse Co. 112 Hummel Warehouse Co. (16xass) 118	McCanns Stor. & Whse. Co
Independent Warehouse Co., Inc. 74	Miller North Broad Storage Co. 109 Milward, W. R. R. G. Storage Co. 109 Minneapolis, Trans. & Whse. Co. 83 Model Size. Warehouses. 88 Model Size. Warehouse Co. 56 Monarch Storage & Warehouse Co. 50 Monroe Warehouse Co. 100 Montgomery & Co. 100 Monumental Size. & Carpet Cleaning Co. 57
Jennings-Cornwall Whse. Co	Morgan & Brother Mott Haven Storage Warehouse Co. 97 Muegge-Jenull Whse. Co. 118 Murdoch Storage & Transfer Co. 112 Murphy Transfer & Stge. Co. 83 Muskogee Transfer & Stge. Co. 107 Mutual Transportation Co. Inc. 110 on page 131)

#### SHIPPERS INDEX—Continued

(Continued from opposite page)

National Terminals Corp. Second Cover
National Whse. & Dist. Co117
Neal Fireproof Storage Co104
New Jersey Warehouse Co., Inc., 88
Nineteenth St. Storage Warehouse. 92
Ninth St. Terminal Whse. Co105
Norfolk Tr. & Stge. Co 86
North Philadelphia Stge. Co110
Northeastern Stge. & Dist. Co., 79
Northern Ave. Stores & Dock Corp
Manthamenton Thomason Co 107

O'Brien's Fireproof Stge. Whse., Inc	
O. K. Transfer & Stor. Co. (Ark.) 56	
O. K. Trans. & Stor. Co. (Okla- homa City)	
O'Neil Bros. Transfer Stge. Co., 69	
Ontario Warehouse Co	
Oregon Auto Dispatch107	
Oregon Transfer Co	
Oshkosh Storage Co121	

1
P. F. D. Warehouse Corp 97
Pacific Storage & Tr. Co., Inc 120
Pacific Storage & Warehouse Co. 86
Pagels, Fred101
Panhandle Storage Warehouse 101
Park Storage Whse, Co 87
Passaic Transportation Co 88
Patterson Transfer Co
Peasley Transfer & Storage Co., 64
Pennsylvania Terminal Ware, Co., 86
Petry Express & Storage Co 90
Pettit's Storage Warehouse Co 69
Philadelphia Local Express110
Pikes Peak Warehousing Co 60
Pioneer Truck & Transfer Co 57
Pittsburgh Distributing Co112
Pittsburgh Transfer & Storage Co. 73
Pople Transfer & Storage Co 62
Port of Seattle119
Post, R. F
Poston Storage Warehouses, Inc. 115
Prudential Stge. & Moving Co.
(Los Angeles)
Prudential Stge, & Moving Co.
(San Diego)
(Sail Diego)

Quacke	nbush	Warehouse	Co	.112
Queen	City	Warehouse	Corp	. 93
Quincy	Mkt	. Cold 8	storage &	
War	ehouse	Co		. 77

Railroad Warehouse, Inc 8
Railway Terminal & Whse. Co., 67
Rathbun Cartage Co106
Rathbun Van & Stge. Co 75
Red Line Transfer & Stge. Co., 71
Rice Storage Corp., A. C 94
Richards Storage Co 85
Richards Trucking & Whse. Co 59
Richmond Storage Warehouses 97
Ricks Storage & Distributing Co., 8!
Riverside Storage & Cartage Co., 81
Riverside Truck & Storage Co 79
Rochester Storage Warehouses 99
Rockford Storage Warehouses 69
Rose Warehouse Co113
Rosenthal Fireproof Stge. Co 72
Rucker Bonded Whse, Corp100

St. Paul Terminal Warehouse Co. 8	3
Safety Storage Co 9	)(
Safety Trans. & Stge. Co., Inc 7	4
Sage, Trans. & Stge. Co., Inc 6	I
San Francisco Whse. Co 6	1
Santini & Sons, A 9	18
Savannah Bonded Whse, & Tr.	
Schantz Co., Joseph A 9	9
School St. Stge. & Whse. Co 7	9
Scobey Fireproof Stge. Co11	
Scott Bros. Fireproof Stor. Co 10	4
Security Storage & Trust Co 7	6

۰	opposite page)
	Shanahan Transfer & Stge. Co11
	Sheldon Transfer & Storage Co 7
	Shupe Terminal Corp 8
	Skellet Co 8
	Smith Dray Line11
	Smith Transfer & Storage Co 6
	Soo Terminal Warehouse Co 6
	Southee, John B 9
	Southern Bonded Warehouse 11
	Southern Ice & Utilities Co11
	South Jersey Warehouse Co11
	Southwestern Transfer & Stge. Co. 7:
	Southside Shipping & Storage
	Course Carefrants to Counge

Warehouse	67
Standard Storage Co	77
Standard Warehouse Co	74
Stockton Transfer Co., Jos	67
Strachon Transfer & Stge. Co11	3
Strang Warehouses, Wm. H	92
Strang's, Charley	92
Student's Transfer & Storage Co.	57
Sullins, C. C	14
Sunlight Storage Warehouse Co	92
Sunrise Storage Co., Inc	98
System Delivery Co Inc 1	10

Taylor, O. Edwards
Terminal Building Corp116
Terminal Whse, Co. (Pa.)110
Terminal Warehouse Co. (R. I.)113
Terminal Whse. Co. (Neb.) 87
Terminal Wharf & R. R. Whse.
Co 78
Thompson Transfer & Stge. Co., 84
Tiffany Fireproof Storage Whses. 98
Toledo Merchants' Delivery &
Stge. Co106
Toledo Storage Co106
Tennies Transfer & Storage Co., 85
Tooker Stge. & Fwdg. Co. (Ill.). 67
Tooker Stge. & Fwdg. Co. (N.Y.). 98
Topeka Transfer & Stge. Co 73
Tripp Warehouse Co 70
Troth's Model Warehouses111
Tucson Warehouse & Transfer Co. 56
Tulsa Storage & Transfer Co107
Twentieth Century Stge. Whse. Co.111
Tyler Warehouse & Storage Co118

Tinian	Fireproof Warehouse Co101
Union	Storage Co. (Dayton)105
Union	Storage Co. of Erie 108
Union	Ter. Whse Co. (Fla.) 63
Union	Terminal Whse. Co. (Cal.).59
Union	Terminal Warehouses101
Union	Trans. & Stge. Co. (Ky.) 74
Union	Trans. & Stge. Co. (Texas.)117
Union	Transfer Co100
	Fireproof Warehouse Co121
United	States Storage Co 63
	Warehouse Co. (Seattle) 120
	Warehouse Co. (Wichita). 73
	Warehouse Co. (Kansas
City	

Valley V	7an &	Storag	e Co.,	Inc	57
Van Haa	aran &	Son 8	Stge. C	o., P.	79
Vermont	Wareh	neuse C	o., Inc		118
Victoria	Compr	ress &	Whse.	Co	118
Virginia	Bonde	ed Wh	se. Co	rp	119

***
Wagner & Son 64
Wagner Fpf. Stge. & Truck Co 105
Walker Transfer & Stge. Co 56
Wallace Trans. & Forwarding Co. 101
Ward & Bros., Hugh F 98
Ware Transfer & Stge. Co 72
Warner Warehouse Co 71
Warrant Warehouse Co 56
Waterbury Storage Co 62
Watson, Thomas P 87
Weicker Transfer & Storage Co., 61
West End Storage Co 69
West Coast Whse. Co. (Cal.) 59
Western Warehousing Co 68
Westheimer Warehouse Co118
Wiley & Nicholis Co
Wilkes-Barre Warehousing Co112
Williamsport Stge. Co112
Windermere Trans. & Moving Co. 104
Winklers & Sons, John 94
Withers Transfer & Storage Co., 63
Wolverine Storage Co 81

Security Storage & Trust Co 76	. v
Security Storage & Van Co 83	*
Security Storage & Warehouse Co. 90	Young, William 98
Security Storage Warehouse 88	
Security Van & Storage Co 60	
Security Whse. Co. (Minneapolis). 83	Z
Seneca Warehouse Co., Inc100	Ziegler-Schafer Co102
_	

(For Index to General Advertisers, see page 128)



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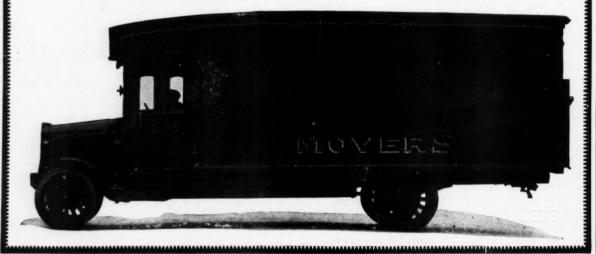
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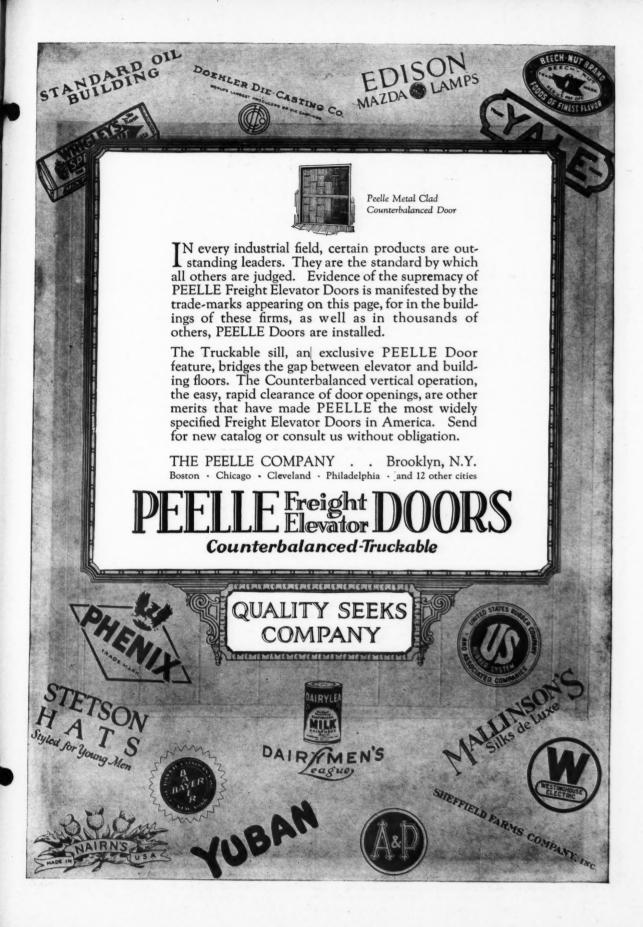
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